

# THE NATIONAL PROVISIONER

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## INVESTIGATION OF FOOD SUPPLY AND PRICES Sifting the Facts from the Great Mass of Newspaper Canards

In many localities throughout the country Federal, State and local officials continue their investigation of food supply and price conditions, started as a result of the war excitement. The mass of wild and exaggerated statements with which the investigation began is gradually simmering down as the facts become known, although sensational newspapers still find it to their advantage to "play up" these food stories in as high colors as they do their war bulletins.

As usual, meat takes the leading role in this comedy-drama. But the people are finding out the facts about meat, and it is noticeable that both investigating officials and newspapers are toning down their statements and altering their attitude as the truth comes out.

It was apparently a deep mystery to these people why meat should be so high, until they were confronted by such facts as these, for example: Receipts of cattle at the six chief Western packing centers for the year to August 24 were 605,000 head less than for a similar period last year. Receipts of hogs were 1,412,000 head less.

These inquisitors and critics could not understand why beef was not cheap, since we had been importing it from South America. When a representative of a South American packing concern told them of the dislocation of shipping and trading connections by the war, and the enormous increase in live cattle prices in Argentina, as well as the demand from war-torn Europe that would come on that source of supply, they learned what apparently they had not known before.

### A Statement Which Gets at Facts.

A feature of the week was the statement by an official of a leading packing company protesting against the gross misrepresentation of facts, and giving some real information concerning the conditions. Arthur Meeker, vice-president of Armour & Company, issued a public statement in which he said:

"The current food-price scare has brought forth much ignorant and reckless misrepresentation. Armour & Company is no longer willing to be maligned and will challenge any misstatement or misrepresentation which seeks to hold us up to public scorn as malefactors.

"Armour & Company invites the fullest possible inquiry into current food prices. It is ready to co-operate in such an inquiry with public officials, governmental commit-

tees, or any authoritative agency anywhere without reservation.

### One Big Factor of the Situation.

"Look at the one big fact of the situation. It is this: When all Europe went war-mad, a little over two weeks ago, every newspaper in America proclaimed or predicted, in one way or another, a rise in prices of almost every article of commerce. That alone would cause, as it did, prices to rise, because both consumers and dealers everywhere were immediately prompted to anticipate the rise by quick and heavy buying.

"Food prices were affected first, of course, and a 'scare' was on. Then the 'scare' was exploited and that still further stimulated the buying impulse. Unprecedented demand was created and higher prices grew with it.

"Families which ordinarily buy sugar and flour by five and ten pounds were buying by the barrel. Retailers who ordinarily buy in five and ten case lots were buying, or trying to buy, in fifty case lots. As a consequence wholesale and retail houses report an unheard of volume of business in the last week or two—more volume in a week, in some cases, than in the whole month of July.

"Under such conditions, and particularly when the conditions are stimulated by sensational exploitation of reckless statements, no human power can control, regulate, or modify price tendencies until the law of supply and demand is repealed.

### How Misrepresentation Breeds Misrepresentation.

"Misrepresentation has bred more misrepresentation. There have been many concrete examples of it like the following:

"A Chicago newspaper of Wednesday, August 10, had Representative Vare, of Pennsylvania, saying that, 'while meats in this country have jumped \$4 per hundred since war began, Armour & Company contracted with England last week for 5,000,000 pounds of canned beef.'

"There was not a word of truth in the statement. Meats have not jumped \$4 per hundred. Armour & Company has not contracted with England for canned meat of any kind, either immediately before or since the war began.

"Other publications had us shipping vast quantities of meat into Canada, to be shipped abroad from there. Neither before nor since the war began has Armour & Company shipped meats to Canada for these good reasons:

"Canada has a prohibitive tariff of \$1 a hundred against American meats; Armour & Company has a plant in Canada, and daily imports meats from there as well as from other Canadian plants.

"Investigation will prove that meat prices have been less affected than prices of many other foods by the European war excitement. The wonder is they have not been more

affected with this 'scare' added to an accentuated livestock shortage in recent weeks.

### Shortage in Cattle and Hogs.

"Receipts of cattle at the six large markets—Chicago, Kansas City, St. Joe, South Omaha, St. Louis and Fort Worth—for the six weeks ending August 15, 1914, were only 531,000, a decline of 28 per cent. from the corresponding period of 1913.

"In spite of this shortage, in spite of the stoppage of beef importation from Argentina because ships could not be had after war was declared, and in spite of fluctuations on account of the high price 'scare,' the average wholesale selling price of beef, during the six weeks preceding August 15, advanced, in no large city in the United States, as much as three-quarters of a cent a pound. In Chicago the advance was seventy-four hundredths of a cent; in Pittsburgh, forty-six one-hundredths; in Baltimore, sixty one-hundredths; in New York, seventy-one one-hundredths. The average advance throughout the United States on all beef actually sold through Armour & Company's 350 branch houses was fifty-six one-hundredths of a cent a pound.

"The hog shortage has been even more acute. During the six weeks prior to August 15, Armour & Company killed at all of its nine plants an average of 49,000 hogs a week or less than one-half of the average weekly kill for 1913. For the week ending August 8—the week of sharpest fluctuations in some lines of pork products—Armour & Company killed only 17,000 hogs at nine plants, or only 15 per cent. of a fair average. During these six weeks the cost of hogs advanced from \$8.38 per hundred to \$19.13 per hundred.

"Much has been made of pork loin prices. At times during these recent weeks, pork loins could not be had in many places at any price. There were not enough to go around. The weekly average selling price of pork loins sold at Armour & Company's wholesale market at the Union Stock Yards, Chicago, during the last four weeks were: Week ending July 25, 16.65 per hundred pounds; August 1, \$16.99; August 8, \$18.41; August 15, \$18.73.

### The Cold Storage Canard.

"The packers have been accused of piling up vast quantities of fresh meats in cold storage and holding for high prices during this period of agitation. Armour & Company's stock of fresh meat products of all kinds on hand August 15 was nearly 30 per cent. less than it was six weeks before. Stocks in hand are now about the same as last year at this time, although considerably less than in other years at this time.

"Armour & Company's stock of sweet pickled and dry salt meats today is 17,000,000 pounds less than it was on June 6, and only three-fourths what it was a year ago now. Does that look like holding meats out of the market for higher prices?

"These are but a few concrete facts from the books and records of Armour & Company. They speak for themselves. They can and will be added to, amplified and substantiated

(Continued on page 42.)

## SOUTH AMERICAN TRADE IN CANNED GOODS.

### Statement of Present and Prospective Market Conditions

By E. A. Thayer, Commercial Agent, Department of Commerce.

(Continued from last week.)

[EDITOR'S NOTE.—The special report of Mr. Thayer on the canned goods trade in South America is summarized in this series of articles, omitting matter pertaining exclusively to fruits and vegetables except where these indicate general conditions better than packinghouse products. The stoppage of exports from Europe for several months to come makes this report by a recognized authority on the subject who has just finished a tour of investigation, unusually valuable to American canned goods manufacturers desiring to gain a foothold in South America.]

#### Chile.

The imports of canned and preserved food products in 1911 amounted to \$2,570,288, and of this amount the United States supplied \$1,162,575, made up almost entirely of salmon and food oils. Salmon from the United States was valued at \$287,703 and food oils at \$837,741.

The total of canned meats was \$52,796, most of which came from Great Britain, while the United States supplied \$5,271.

In the far south meats, fish, lobsters and crabs are canned; farther north around Valparaiso, Santiago, Coquimbo and Aconcagua are the fruit and vegetable canning factories, some of which also make sauces and pickles. Practically all of the fruits and vegetables canned in the United States are also canned in Chile. Marmalades and jams are also made in some of the factories, and there is one condensed milk factory in successful operation. The output of the factories in 1911 were as follows:

	Meats and fish.
Number of factories	11
Capital	\$2,582,899
Domestic raw material used	\$1,072,041
Foreign raw material used	\$95,915
Productive capacity of factories	\$2,733,858
Production in 1911	\$1,954,613
Men employed	452
Women employed	121
Children employed	72
Wages	\$166,944
Engines or motors, number	26
Horsepower	\$70

The cans used in different factories and even in the same factories vary greatly in size and shape. They are all round cans and run from 450 grams, which also sells as a pound can, up to 5 pounds. There are kilo cans, half-kilo cans, 1-pound, 2-pound and 5-pound cans.

Peas and string beans are usually packed in high, slender 1-pound cans or in half-kilo cans and fruits and tomatoes in 2-pound or in kilo cans, though tomato paste is put up also in 5-pound cans. Marmalades and jams are put up in 1-pound or in half-kilo cans the shape of an ordinary condensed milk can. Lobsters and crabs are packed in flat cans, half-kilo and kilo size. The canned fruits and vegetables are pleasing in appearance and have good flavor. Cannerymen complain that the swellage on canned tomatoes is rather high and the tomatoes are quite acid. Experiments so far made with the canning of apples have not been satisfactory, and other varieties of apples are being sought for planting. The labels for cans are fully as attractive as the American.

The tin used comes mainly from Great Britain, though the United States supplied nearly a million pounds in 1911, and recently one importer is offering a good grade of tin from the United States on more advantageous terms than the British article.

The machinery comes from the United

States and Germany. Some of the factories are replacing American machinery with German on account of price. The German machinery is from 20 to 25 per cent. cheaper, and is more simply and more solidly constructed. This is true particularly of can-sealing machines and of pea-canning machinery. One factory is equipped with American machinery manufactured in the East, and yet it was supplied from California. Under such conditions it could not possibly compete in price with the German product. The canning industry is bound to develop in Chile, but American machinery can not hold the market unless the German prices can be met.

American canned goods, aside from salmon, can not compete with the domestic product in price. Fresh meat of good quality sells for 8 to 20 cents per pound, according to cut, fresh vegetables and fruits are plentiful and cheap for 8 months in the year, and ocean fish sell for 20 cents per pound in Santiago, while on the coast they are much cheaper.

There is no national pure food law in Chile. Some of the larger municipalities have ordinances relative to adulteration and coloring agents, but in none of them is there any efficient provision made for systematic inspection and analysis of samples. The penal code of the Republic provides fines and punishment for adulterations, but there is no appropriation providing for inspection or analysis.

#### Colombia.

The total annual imports of canned goods into Colombia amount to about \$250,000, of which the United States supplies about \$38,000. The United States leads in salmon, canned meats, oysters and shrimp and canned vegetables. Great Britain leads in canned ham, lobsters, condensed milk, capers, pickles and sauces, jams, marmalades and preserves, malted milk and olives. Germany leads in caviar and canned butter. France does the largest business in canned fish, asparagus and canned fruits. Italy leads in mortadela (canned bologna sausage) and olive oil, and Spain has the largest share of the trade in sardines.

Freight rates from New York and European ports are about the same and run from \$6 to \$7 a ton. Freight rates to the interior are very high, running all the way from \$12 to \$60 a ton to main commercial centers. When the rivers are low the movement of freight depends upon the mule. At such times the rates are sometimes lower than by rail and steamer, but the loss in time is considerable. One to two months may be counted as an average for the delivery of freight from the coast, and many times a longer period is needed on account of congestion in the lower river, when transportation is at a standstill owing to low water in the upper river.

While the population of Colombia is about 5,000,000, not more than 8 or 10 per cent. of that population can be considered consumers of canned goods, and probably not more than 1 or 2 per cent. are consumers to any great extent of such goods. Fresh meat, fruit and

vegetables are abundant and cheap the year round, particularly in the interior, but nevertheless there is a constantly increasing demand for canned goods as the mining regions develop.

Canned goods will spoil in Colombia, even in the higher altitudes. After shipment through the Tropics and the consequent release from normal atmospheric pressure swellage can not be avoided, but a careful study of the problem can reduce swellage and spoilage to a minimum. One American house seems to have solved the problem by using an indented double concave can, which the local importers claim is entirely satisfactory.

Canned goods sell at retail for 100 to 150 per cent. higher than in the country of origin. The importer wholesales on a margin of not less than 25 per cent., and must give credit of 6 to 9 months. He is granted only 60 to 90 days from date of invoices by American exporters. European exporters grant from 6 months to a year and sell to some importers on open account.

Goods should be packed in strong, strapped cases not weighing over 100 pounds, as they must often be shipped on mule back, and are always handled many times. Goods for Bogota are handled six times between the coast and their destination.

Importers buy direct and through commission houses. Probably the bulk of the business is done through commission houses, as many of the importers claim they can not do business direct in a manner satisfactory to themselves. Traveling representatives should have a good working knowledge of Spanish and some idea of Latin-American character. All correspondence should be in Spanish.

(To be continued.)

#### MEAT INSPECTION CHANGES.

Recent changes in the federal meat inspection service are reported as follows:

Meat inspection inaugurated: Geo. C. Engel Company, 123 Barclay street, New York, N. Y.; \*Thomas Halligan, 606 West Fortieth street, New York, N. Y.; N. Maggioli, 147 Fulton street, Boston, Mass.; William Ammann, 611 North Third street, Philadelphia, Pa.; \*Central Iowa Poultry and Egg Company, Second and Elm streets, Atlantic, Iowa; Swift & Company, 410 East Broad street, Texarkana, Ark.; \*Gregory Farm Laboratory, White Hall, Ill.; G. H. Hammond Company (subsidiary to Swift & Company), Forty-fifth place and Packers avenue and Forty-sixth street and Racine avenue, Chicago, Ill.; Gebhardt Chili Powder Company, Parral and Medio streets, San Antonio, Tex., extended to include subsidiary, San Antonio Packing Company; \*Home Packing Company, Sugar Land, Tex.; \*Creolone Tonic & Serum Company, 2117-2125 Leech avenue. Mail: 509 Pearl street, Sioux City, Iowa.

Meat inspection discontinued: \*Grand View Farms Produce Company, Lancaster, Pa.; Viano & Re, 32 Fulton street, Boston, Mass.; \*Armour & Company, 215 West Norris street, Philadelphia, Pa.; \*Ward & Company, Fairmont, Minn.

\*Conducts slaughtering.

Want a good position? Watch the "Wanted" page for the chances offered there. Do you read the "Practical Points for the Trade" page every week?

## COTTONSEED PRODUCTS IN SOUTH AMERICA

### Our Opportunities Hampered by Government Restrictions

In connection with the prevalent effort to encourage trade with South America the cottonseed products industry is interested to the extent that conditions permit. There is a great field for cottonseed products in those countries at this time, with European connections largely shut off, especially as regards oils. But when we begin an effort to introduce our products in South America we run up against the discriminatory regulations of South American governments.

In reply to the call of Director-General Barrett of the Pan-American Union to American trade interests to develop their opportunity in the Southern continent, Vice-President J. J. Culbertson of the Inter State Cotton Seed Crushers' Association addresses the following letter to Mr. Barrett, calling attention to the difficulties of the situation as well as its opportunities:

Honorable John Barrett, Director General,  
Pan-American Union,  
Washington, D. C.

My dear sir:

We are much interested in the appeal you have made to the commercial and financial interests of the United States, in relation to the opportunity presented to the United States for the expansion of our trade with the South American republics. We believe that this is a most opportune time for those industries that are able to supply their products to the South American republics to take the place of the products that have heretofore been secured by those countries from Europe.

The chief obstacle in the way at this time seems to be the matter of transportation facilities, which we trust will be overcome to some degree by the present Congress in their effort to secure the American registration of foreign built vessels that have been constructed within a reasonable period. The effect of such would be to secure to us some of the lost commercial marine that has weakened us to a considerable degree as a factor in the foreign market, and which if carried would be the means at this time of securing such benefits for our foreign trade as have never before been presented to us.

We consider this an opportunity that the country should take advantage of, and we believe with the field offered in South America that the large importations of products usually coming from Europe, amounting, as you state in your appeal to the commercial and financial interests of the United States, to approximately \$660,000,000, to a total of \$961,000,000. Of this vast amount the countries that are in conflict supply nearly \$600,000,000, while our country imports to those countries but \$133,000,000, thus indicating a great field that has been suddenly opened up to this country for our imports.

We are interested as an industry particularly with that appertaining to cottonseed products. Our exports of cottonseed products, and those allied with it, are small indeed when compared with the possibilities. Our trade with those countries has been hampered, we are sorry to say, by the increased tendency on the part of the South American republics to unduly discriminate against edible American cottonseed oil and its allied products.

We believe those countries are standing in their own light in placing high duties on American products such as these, especially American edible cottonseed oil, and we believe that a large quantity would be consumed in place of edible olive oil, which comes from, and is prepared by some of the European countries now in conflict with each other, and such supply of American edible cottonseed oil can be secured at a price much

lower than that of olive oil, the uses of which are practically identical.

It needs, to our minds, a situation of this nature to bring a realizing sense of the value of American edible cottonseed oil as an article eminently as good for all the purposes for which olive oil is used, and especially in connection with those oils to countries such as we desire to supply and which do not produce such themselves. And to this end we ask your aid in securing from those South American republics that have recently inaugurated high and discriminatory duties on American cottonseed oil and its allied products, a substantial reduction in such duties as will enable our country to export its products to those countries that have heretofore relied on Europe as a market.

We also ask from our federal government that aid that is necessary to supply our country with the proper means of transportation of such products that can be consumed by the South American countries, and to aid by every means toward establishing for ourselves a permanence to the markets that we hope to attain, feeling always that our manufacturers and exporters will do their part in the work of supplying and holding the desirable trade of those countries.

We believe that the opportunity has come for the United States to come into her own in respect to our trade relations with South America, providing our country and the countries there co-operate to the end of creating a trade that unquestionably naturally belongs to us. "There is a tide in the affairs of man which, taken at its flood, leads to fortune; neglected, all the voyage of their lives is bound in shallows and miseries." With much respect, I am

Very truly yours,

J. J. CULBERTSON.

### WAR HURTS COTTON MEAL TRADE.

That portion of the cottonseed products industry closely identified with the exportation of cottonseed meal is naturally very much disturbed over the conditions brought on by the European war. The bulk of the exportation is to Germany and countries now paralyzed by war conditions. Colonel J. W. Allison, of Texas, chairman of the Bureau of Publicity of the Inter-State and the Texas Cotton Seed Crushers' Association, is in Washington this week conferring with government officials concerning this situation.

Colonel Allison appealed to the Agricultural Department, the Department of Commerce and the Treasury Department. Concerning his efforts a Washington dispatch says that Colonel Allison asked the Treasury officials to require that one-third of the cotton money sent to Southern states be devoted to protection of meal and other products of cotton seed against a disastrous market.

The cotton seed holders and manufacturers can only be aided through the agencies applied to the cotton crop. The Agricultural Department cannot assist, its officials stated, in the absence of facilities for marketing, and a similar situation was found at the Department of Commerce.

About the only relief for the amount of meal usually exported is in extending consumption to Northern states. In order to come into competition with seeds produced there, the Southern manufacturer probably will be required to buy seed at revolutionary prices, according to Colonel Allison.

Last year seed was bought for \$24 per ton. Before the European war was begun

this year the mills began paying \$18 per ton, but Colonel Allison said that in the absence of an export market, and in competition with American-raised feed, this will mean a price of \$14 per ton.

"I do not believe this is any time for the oil mills to figure on making an abnormal profit out of the disaster," said Colonel Allison. "There is an opportunity for widening the trade, and the mills should realize that they will have to take a lower price and lower profit for the time being. The authorities evidently do not recognize the value of the seed industry; it is the foundation of the cotton crop."

### MEAT EXPORTS IN JULY.

Export trade in meat and dairy products up to the end of July were hardly affected by war conditions. The export trade in meat products had been continually diminishing for reasons not connected with the war, but having to do with supply shortage.

Official government reports of exports in July show a decrease in value of meat and dairy products exports for that month of \$4,000,000 as compared to a year ago. For the period since January 1 export values show a decrease of \$10,000,000 compared to a like period a year ago. Our exports for July aggregated but \$8,112,035 in value, and for the seven months of the year totaled only \$71,810,523. The falling off was in practically all products.

A synopsis for July, including cattle, shows the following comparisons:

	July, 1914.	July, 1913.
Cattle, head	469	5,024
Cattle, value	\$39,974	\$96,730
Beef, fresh, lbs.	385,947	465,219
Beef, fresh, value	\$49,025	\$52,465
Beef, pickled, etc., lbs.	2,155,080	1,879,946
Beef, pickled, etc., value	\$202,467	\$187,825
Oleo oil, lbs.	8,249,513	9,500,088
Oleo oil, value	\$829,292	\$1,017,272
Tallow, lbs.	1,174,503	2,856,623
Tallow, value	\$70,643	\$186,343
Bacon, lbs.	10,865,814	16,478,166
Bacon, value	\$1,509,311	\$2,215,495
Hams and shoulders, lbs.	11,771,491	16,638,459
Hams and shoulders, value	\$1,685,943	\$2,435,739
Lard, lbs.	24,235,161	39,121,639
Lard, value	\$322,485	\$4,326,211
Neutral lard, lbs.	1,014,141	4,112,827
Neutral lard, value	\$121,291	\$476,526
Pork, pickled, etc., lbs.	3,989,074	4,349,098
Pork, pickled, etc., value	\$465,747	\$474,041

For the seven months of the year the synopsis is as follows:

	7 mos., '14.	7 mos., '13.
Cattle, head	5,874	4,649
Cattle, value	\$311,546	\$174,578
Beef, fresh, lbs.	3,811,418	4,157,769
Beef, fresh, value	\$476,915	\$485,135
Beef, pickled, etc., lbs.	13,965,988	14,969,780
Beef, pickled, etc., value	\$1,333,667	\$1,508,844
Oleo oil, lbs.	59,857,245	64,838,813
Oleo oil, value	\$6,086,463	\$7,375,252
Tallow, lbs.	6,214,287	19,142,246
Tallow, value	\$375,456	\$1,290,919
Bacon, lbs.	38,163,290	119,983,792
Bacon, value	\$13,262,039	\$15,610,095
Hams and shoulders, lbs.	36,429,919	102,236,743
Hams and shoulders, value	\$13,311,227	\$14,170,745
Lard, lbs.	255,730,182	303,265,969
Lard, value	\$28,448,572	\$34,178,680
Neutral lard, lbs.	15,606,218	28,702,079
Neutral lard, value	\$1,765,533	\$3,273,041
Pork, pickled, etc., lbs.	23,822,314	24,692,610
Pork, pickled, etc., value	\$2,574,732	\$2,564,951

### WEIGHT LABELS ON PACKING CASES.

Referring to the notice in the meat inspection announcements for June, 1914, under the caption "Rulings under net weight and volume regulations," the federal authorities will permit such statements as "No. 1/4," "Size 1/4," "1/4 cans," etc., for billing purposes, to appear on the outside of packing cases, provided the individual packages contained therein bear the true net weight of their contents in conformity with the regulations promulgated under the "net weight and volume amendment."



## PRACTICAL POINTS FOR THE TRADE

[EDITOR'S NOTE.—Nothing but actual, bona fide inquiries are answered on this page of "Practical Points for the Trade." The National Provisioner uses no "made-up" queries, with answers taken out of old, out-of-date books. The effort is made to take up and investigate each question as it comes in, and to answer it as thoroughly as time and space will permit, with a view to the special need of that particular inquirer. It must be remembered that the answering of these questions takes time, and that the space is necessarily limited, and inquirers must not grow impatient if the publication of answers is delayed somewhat. It should also be remembered that packing-house practice is constantly changing and improving, and that experts seldom agree, so that there is always room for honest difference of opinion. Readers are invited to criticize what appears here, as well as to ask questions.]

### CLASS AND VALUE OF HOG CASINGS.

An Eastern packer writes as follows:

Editor The National Provisioner:

Which are the most valuable hog casings—narrow, medium or wide type? What is their approximate value on the wholesale market? Are there any sales in the United States today on the yardage basis; that is, so many cents per hundred yards?

Hog casings are graded in value as narrow, medium and wide, respectively, the contrary being the rule in sheep casings. Hog casings are worth at present, free of salt, about 70 cents per pound. There are sales being made of casings by the yard—mostly imported stuff—but not as a rule, however. Most of the casings thus sold are said to come from China.

### PICKLING BARRELLED BEEF.

A subscriber of The National Provisioner in Belgium, writing before the outbreak of the war, asked a question which is here answered with the hope that the inquirer is still able to utilize it:

Editor The National Provisioner:

Please give me a receipt for a pickle for beef in barrels. The beef used is buttocks and beef hams.

Beef hams are usually packed about 220 pounds to the barrel. Dissolve 12 ounces of saltpeter and 3 pints of good syrup in a pail of 70 degree pickle; pour over the meat packed and fill the barrel with 70 degree pickle and roll well. It will cure in about 40 days. Some curers use 2 pounds of sugar instead of the syrup.

Scotch style beef buttocks are packed 5, 6, 7 and 8 pieces per tierce of 340 pounds.

Steers and cows are packed separate and properly boned and trimmed. To each 100 pounds of meat rub with a mixture of 4 pounds fine salt, 2 pounds of sugar and 8 ounces of saltpeter. Pack in tierce and then fill with 70 degree pickle in the summer and 60 degree pickle in the winter.

If the tierce is too full to head after being packed, allow it to stand over night, then head up and fill with pickle the next day. The product may be shipped at once in winter, and after 8 to 10 days in cure in summer. Some curers use a stronger pickle. Curing is effected according to conditions and demand.

### RENDERING BUTCHER FATS.

A subscriber in the Southwest who has gone into rendering writes as follows:

Editor The National Provisioner:

Can you give me some directions regarding the rendering of butcher fats?

To get the best results in rendering butcher fats it is important to observe several very necessary rules. In the first place keep all the fats intended to be rendered into lard free from all dirt, keeping out all lean meats, blood clots, bloody veins and otherwise undesirable stock. Keep the kettle and all utensils used clean, washing them thoroughly with hot water, and any assistant detergent at hand, after rendering each batch.

The next important matter is to cut up all material to be rendered as fine as possible. If equipped to hash it to a pulp, all the better. Chop it up as fine as possible, anyhow, before putting into the kettle.

At the start put some water in the bottom of the kettle, sufficient to prevent the scorching of the fats, and not more than will completely evaporate during the process of rendering. Render the stock slowly, never allowing the heat to reach the boiling point, and stir frequently.

When the fat has melted to a point so that it can be stirred readily, pour slowly, into the center, one tablespoonful of super-carbonate of soda to each five gallons of lard—the soda to be thoroughly dissolved prior to adding, in hot water. Add to the soda one table-

spoonful at a time, slowly, until each five gallons of lard has had its quota. The kettle should not be too full, and care should be exercised in adding the soda, that the mass does not overflow, owing to the effervescence thereby caused. As the impurities rise to top skim off, and keep skimming until clear.

When the fat has been completely rendered shut off the heat, take out all cracklings possible and press, returning the pressings to the lard. All cracklings should be pressed hot, and the pressings put back into the kettle—not kept until the next day. When the heat is turned off scatter over the surface of the lard several handfuls of salt, to precipitate the heavier impurities; then allow it to settle until ready to draw off, which should be done through a cloth strainer.

If much tallow is used and the lard in consequence has a tallow flavor, it will be necessary to soak this tallow stock over night in a light solution of chlorine water—using, however, only the clear liquid. The tallow should be cut into small pieces prior to soaking, and after soaking should be thoroughly washed in cold water before putting into the kettle.

To make chlorine water dissolve 10 lbs. of chloride of lime in 50 gals. of water, and when settled use one part of the clear liquid to forty of clear, cold water, in which soak the tallow.

Of course, in rendering much depends on what raw material is used, the percentages thereof, quality, whether steam or direct heat is used, cooling facilities, etc. An open jacketed kettle is best; steam is desirable. Render with slow heat, agitate frequently, and have the stock and all utensils clean, for nothing is so indispensable if the object is first-class lard. If direct heat is used, a perforated plate in the bottom of kettle will prevent possible scorching, which gives an undesirable flavor to the lard.

### WANT A GOOD JOB?

There are plenty of men out of employment, but a good packinghouse man need never be idle if he makes use of the "Wanted" department of The National Provisioner.

## STANDARD FOR A GENERATION SWENSON EVAPORATORS

have been put into every industry where evaporators are used. They have become so well and so favorably known that for most of these industries today the Swenson is standard. Repeat orders have followed one another until now half of our business is based upon previous business with the same concerns. At the same time, where required, we will design and construct evaporators of any type to suit special conditions.

We have become the largest manufacturers of evaporators in the United States because we have gone at the thing from the right standpoint. Our staff of engineers includes men whose experience ranges over all industries using evaporators, and whose training has been along thoroughly scientific lines. Every evaporator we build is designed to fulfill certain specific conditions. It is designed with the background of this wealth of experience, and is based upon correct principles. Only

under such conditions could the business have been built up to our present dimensions.

The reason the big packers come back to us for more and more evaporators for tank water is because they have thoroughly tested out our product and found it satisfactory. The man whose plant is smaller does not always have opportunity to make these tests, but he can safely rely upon the example of the men of widest experience.

# SWENSON EVAPORATOR CO.

945 Monadnock Block

(Formerly American Foundry & Machinery Co.)

CHICAGO



# THE NATIONAL PROVISIONER

New York and  
Chicago

Official Organ American Meat Packers'  
Association.

Published by  
**The Food Trade Publishing Co.**  
(Incorporated Under the Laws of the State of New  
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HUBERT CILLIS, *Vice-President.*

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Telephone, Wabash 5840.

Correspondence on all subjects of practical interest to our readers is cordially invited.

Money due THE NATIONAL PROVISIONER should be paid direct to the General Office.

Subscribers should notify us by letter before their subscriptions expire as to whether they wish to continue for another year, as we cannot recognize any notice to discontinue except by letter.

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## LIGHT IMPORTS OF MEAT

The war situation has reduced foreign meat imports on the Atlantic seaboard to certain direct shipments from Argentina and Uruguay to New York. No meat comes direct from Australia or via Europe. The South American service is cut down by transportation difficulties, and even more so by the credit and banking difficulties that confront shippers.

Imports of foreign beef at the port of New York during the past week totalled 19,971 quarters, as compared to 25,513 quarters last week and 3,650 quarters two weeks ago. This

was all on one boat direct from the River Plate. This boat also carried 3,753 carcasses of frozen sheep and lambs, 7,765 bags of beef pieces and some beef offal.

With the banking and credit difficulties in the way we can hardly expect greatly increased receipts in the near future, especially as England must have meat, and the London market will pay the price and divert the South American supplies which might otherwise come this way. With our own domestic supply so manifestly short this only aggravates the situation at home.

## OIL AND SEED PRICES

The cottonseed oil situation during the past week continued to attain strength. This was to be expected, in view of the fact that cotton oil was the cheapest edible oil on the market. Immediate demand caused the greatest strength to be shown in spot oil, and needs both at home and abroad indicate continued strength.

The crude oil producers have maintained a firm attitude on prices and bids considerably above the refined market have apparently brought out little crude oil. The mills are up against the seed proposition. Farmers in the South are holding their seed just as farmers elsewhere hold their grain and livestock, for higher prices. The farmer of today knows a good thing as well as the next fellow, and he has learned to hang on to his products until he gets his price, or until he is forced to let go to get money.

This is the situation with the cotton farmer today. He has taken the tip and is holding his seed. Unless some condition arises which compels him to let go, the unusual spectacle of a seed famine may confront the oil mills. Stocks of old crop oil are rapidly disappearing, and it may soon come to the question of who will hold out the longest, the farmer or the oil mill man. In any event cotton oil will cost more.

## COMMERCIAL POSSIBILITIES

Next to war news and talk of food conditions the chief topic of newspaper interest just now is the opportunity offered the United States to broaden its foreign trade. It has long been a reproach that we have allowed Germany and Great Britain to take the trade of our sister American countries away from us. Now is said to be the time to recover it.

Though the meat industry is chiefly interested at this period in imports rather than exports, at least so far as South America is concerned, yet our national interest causes us to take a look at the situation. We are informed by the Department of Commerce that the trade of the United States with other American countries in the fiscal year ended June 30, 1914, aggregated 1,303 mil-

lion dollars, and constituted 30 per cent. of the entire commerce handled by domestic ports. Of this large commerce 956 million was with North America and 347 million with South America.

Our imports from North American countries, valued at 427 million dollars in the fiscal year, were chiefly from Canada, Cuba, Mexico, the Central American States and the British West Indies. Our exports to North American countries, 529 million dollars in value, were chiefly to Canada, 345 million; Cuba, 69 million; and Central America and Mexico, each about 39 million. The United States supplies a larger proportion of the leading countries of North America than any other nation, and in the case of Canada, Central America and Cuba, more than all other parts of the world combined.

In sharp contrast with the high position of the United States in the North American markets is its low rank among the nations selling goods in South America where, in the case of such important countries as Argentina, Brazil and Chile, only about 15 per cent. of the imports were from this country. South America as a whole imported in 1912 over 965 million dollars' worth of foreign goods, our share being about 14 per cent.

Of our 223 million dollars' worth of imports from South America, nearly one-half were from Brazil, about 20 per cent. from Argentina, and the remainder chiefly from Chile, Colombia, Venezuela and Peru. Nearly one-fourth of our total exports of 125 million dollars' value to South America went to Brazil and over one-third of the total went to Argentina.

The relatively small contributions of American manufacturers and exporters to the requirements of the South American markets draws attention to a recent publication of the Bureau of Foreign and Domestic Commerce, Department of Commerce, entitled "South America as an Export Field." In that publication Commercial Agent Otto Wilson outlines the conditions necessary for the successful sale of goods, the lines of manufactures required in South America, and the standing of the leading nations as contributors to those requirements.

It is pointed out, for example, that Argentina imports large quantities of manufactures of the class produced in the United States, but that the United Kingdom and Germany supply more of them, as a whole, than this country; while France sells there five times as many automobiles, Germany 20 times as many iron beams, three times as many cotton goods, and England 25 times as much coal and twice as much machinery in that market as the United States. This disparity in favor of European countries extends to many other articles and practically all countries of South America.

## TRADE GLEANINGS

Libby, McNeill & Libby are erecting a canning factory at Coldwater, Mich.

A contract has been given to build fertilizer factory for the Tifton Guano Company, Tifton, Ga.

A fertilizer factory which will cost about \$40,000 will be built by G. Ober & Co., Savannah, Ga.

It is reported that H. C. Dubberly and others will establish a fertilizer factory at Glennville, Ga.

The Drummond Packing Company, Eau Claire, Wis., is planning the enlargement of its local plant.

The American Agricultural Chemical Company of New York will build a fertilizer plant at Charleston, S. C.

Rowe Bros. & Sons Co., Hampton, Va., will rebuild their fertilizer plant, which was recently destroyed by fire.

The Orangeburg Fertilizer Company, Orangeburg, S. C., have increased their capital from \$60,000 to \$100,000.

The city of Baton Rouge, La., will receive bids until September 10 for equipment and installation of same in the abattoir.

Edward H. Ile and Ralph O. Bowdenx have incorporated the Augusta Packing Company, Augusta, Ga., with a capital stock of \$25,000.

J. G. Weatherby, secretary of the Board of Trade, Brunswick, Ga., is very much interested in the proposition to locate a mixing plant.

H. A. Murphy, W. I. Norton and G. W. Tibbetts have incorporated the Concord Pack-

ing Company, Boston, Mass., with a capital stock of \$50,000.

Adolph Loeser, pioneer wholesale meat dealer, died at his home at 189 Lee street, Milwaukee, Wis., at the age of 64 years. He is survived by a widow and seven children.

The Southwestern Fish Scrap and Oil Company, Beaufort, S. C., has been incorporated by J. W. Day, W. A. Mace, C. P. Day and A. F. Doane, Jr., with a capital stock of \$125,000.

Joseph G. Weymouth, for years engaged in the wholesale meat business, died at his home, 417 Main street, Saco, Me., at the age of 71. A widow, one son and four daughters survive him.

G. W. Warren, W. J. Simmons and A. R. Smith have incorporated the Warren-Simmons Company, dealers and manufacturers of fertilizer, at Sycamore, Ga., with a capital stock of \$7,500.

The Arch Creek Packing Company, Arch Creek, Fla., has been incorporated with a capital stock of \$10,000 by W. Bennett, president; M. F. Sloan, vice-president, and G. D. Fleming, secretary and treasurer.

The Corpus Christi Oil Company, Corpus Christi, Texas, has been organized with a capital stock of \$80,000, with the following officers: J. C. Baldwin, president; H. D. McDonald, vice-president; C. D. Moody, secretary.

Sealed proposals are invited for furnishing commissary food-stuffs, etc., to the Panama Rail Road Company in accordance with terms and conditions contained in Circular No. P-349. Circulars and full information may be obtained at the following-named places, at which points bids will be received and opened in public on date and at time stated: The Purchasing Department, Panama Rail Road Company, 24 State street, New York; Office of Purchasing Commissary, U. S. A., Whitney-Central building, New Orleans, La.; Depot Quartermaster, U. S. A., 1086 North Point street, San Francisco, Cal.; and Depot Quartermaster, U. S. A., 115-123 East Ontario

street, Chicago, Ill. Bids will be received at New York until 2.00 p. m.; at Chicago and New Orleans until 1.00 p. m.; and at San Francisco until 11.00 a. m., September 8, 1914; R. E. Rutherford, Commissary Purchasing Agent, Panama Rail Road Company, 24 State street, New York.

### JUNE OLEOMARGARINE OUTPUT.

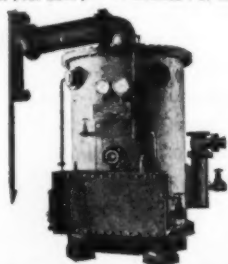
Official government reports of the output of oleomargarine for the month of June, as shown by revenue stamp sales, indicate that the production for that month was 399,777 lbs. colored and 7,690,556 lbs. uncolored, or a total of 8,090,333 lbs. Official government figures, based on stamp sales, showing oleomargarine production in the United States for the past year, are as follows:

	Pounds.
June .....	8,197,874
July .....	7,945,414
August .....	9,210,708
September .....	13,187,317
October .....	15,181,114
November .....	14,378,296
December .....	15,120,490
January, 1914 .....	13,602,038
February .....	13,182,040
March .....	12,310,554
April .....	9,834,604
May .....	8,482,377
June .....	8,090,333

The preliminary report of the Commissioner of Internal Revenue for the fiscal year ending June 30, 1914, shows that tax was paid during the year on 141,763,605 lbs. of oleomargarine, of which 4,198,741 was colored and 137,564,864 lbs. uncolored. This compared to a total of 143,157,238 lbs. for the previous year. Tax was paid on 31,927,248 lbs. of process or renovated butter, as compared to 38,741,604 lbs. the previous year. Manufacturers and dealers paid special taxes for the sale of oleomargarine during the year amounting to \$561,432.83, compared to \$495,358.33 during the previous year.

### TANKWATER

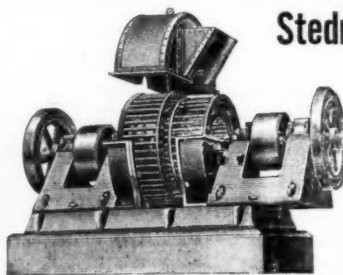
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## FOR PURCHASING DEPARTMENTS

### YORK REFRIGERATING SALES.

The York Manufacturing Company, York, Pa., report that since their last report of July 22 they have made the following installations of refrigerating and ice-making machinery:

Business Men's Hygeia Ice Co., Kearny, N. J., one 120-ton absorption refrigerating machine.

J. M. Malin, Billings, Mont., one 4-ton vertical single-acting, belt-driven enclosed type refrigerating machine and high-pressure side complete. This installation was made by Knight & Crenkhite, of Denver, Col.

Henry Kraft Mercantile Co., Nevada, Mo., one 6-ton vertical single-acting, belt-driven enclosed type refrigerating machine and high-pressure side complete.

J. W. Wall, Imperial, Cal., one 4-ton vertical single-acting, belt driven enclosed type refrigerating machine and high-pressure side complete.

Tenley Baking & Ice Manufacturing Co., Washington, D. C., one 35-ton vertical single-acting refrigerating machine, with tandem compound Corliss engine and condensing side complete, also one 16½-ton raw water flooded freezing system, one 65 h. p. horizontal return tubular boiler system and 3,120 feet of 1¼-inch brine piping for various storage rooms.

F. L. Campbell, Philadelphia, Pa., one 60-ton and one 30-ton horizontal double-acting Corliss valve refrigerating machines complete. These machines were installed for Harbison's Dairies, Philadelphia, Pa.

Columbian Ice Cream Co., Chicago, Ill., 12 double-pipe ammonia condensers and one 60-ton raw water flooded freezing system, also 5,000 feet of 2-inch direct expansion piping for ice storage rooms.

Irrington Ice Company, Indianapolis, Ind., two 35-ton vertical single-acting, belt-driven refrigerating machines and condensing side complete, using two double-pipe flooded ammonia condensers, also one 37½-ton raw water flooded freezing system.

Mr. Arthur Lachman, San Francisco, Cal., one 2-ton vertical single-acting, belt-driven enclosed type refrigerating machine and high-pressure side complete.

Castles Ice Cream Co., Perth Amboy, N. J., two 90-ton horizontal double-acting refrigerating machines, direct connected to Corliss valve engines, and condensing side complete; also a 30-ton flooded freezing system, 12,000 feet of 1¼-inch direct expansion piping for various storage rooms, double pipe brine coolers and a complete brine system for cooling milk and freezing ice cream.

Mr. Robert F. Mackenzie, Cleveland, Ohio, one 20-ton vertical single-acting refrigerating machine, direct connected to a Corliss valve engine, and condensing side complete; also 4,100 feet of 2-inch direct expansion piping for chocolate rooms.

August Scheele Co., Elgin, Ill., one 4-ton vertical single-acting, belt-driven enclosed type refrigerating machine and high-pressure side complete.

Mr. James O. Mills, Columbus, Ohio, one 4-ton vertical single-acting, belt-driven enclosed type refrigerating machine and high-pressure side complete.

Sperry Realty Co., St. Paul, Minn., one 12-ton vertical single-acting, belt-driven enclosed type refrigerating machine and high-pressure side complete. This plant was installed in Commission Row No. 3.

Wagenbrenner & Co., 762 Seneca avenue, Brooklyn, N. Y., one 4-ton vertical single-acting, belt-driven enclosed type refrigerating machine and high-pressure side complete.

Hotel Sherman Co., Chicago, Ill., one 45-ton horizontal double-acting refrigerating machine, direct connected to a Corliss valve engine, and one 50-ton shell and tube brine cooler.

The Rosemary Creamery Co., Adams, N. Y., one 50-ton absorption refrigerating machine complete and one 50-ton shell and tube brine cooler.

F. L. Campbell, Philadelphia, Pa., one 20-ton vertical single-acting enclosed type refrigerating machine, direct connected to a slide valve engine, and high-pressure side complete. This plant was installed for J. W. Dunham, Alloway, N. J.

Yale Club, New York, N. Y., one 20-ton vertical single-acting, belt-driven enclosed type refrigerating machine and high-pressure side complete; also a 1-ton freezing system and one drinking water tank.

The Aluminum Co., of America, Niagara Falls, N. Y., one 8-ton vertical single-acting, belt-driven enclosed type refrigerating machine and high-pressure side complete.

Security Steamboat Co., Point Pleasant, W. Va., one 4-ton vertical single-acting, belt-driven enclosed type refrigerating machine and high-pressure side complete. This plant was installed on board their steamboat Homer Smith.

H. L. Handy Co., Springfield, Mass., one 32-ton horizontal double-acting, belt-driven refrigerating machine.

The Rusridge, Boston, Mass., one 8-ton vertical single-acting, belt-driven enclosed type refrigerating machine and high-pressure side complete.

Paul Nelson, Portage, Pa., one 12-ton vertical single-acting enclosed type refrigerating machine, direct connected to a slide valve engine, and high-pressure side complete.

Samuel L. Moore & Sons, Corp., Elizabeth, N. J., one 30-ton absorption refrigerating machine complete and one 30-ton shell and tube brine cooler. This plant will be installed for the Ponca Refining Co., Ponca City, Okla.

Hill School, Pottstown, Pa., one 12-ton vertical single-acting, belt-driven enclosed type refrigerating machine and high-pressure side complete.

Mr. L. B. Jarvis, High Point, N. C., one 4-ton vertical single-acting, belt-driven enclosed type refrigerating machine and high-pressure side complete.

U. S. Transport McClellan, one 32-ton horizontal double-acting refrigerating machine, direct connected to a Corliss engine; also two coils of "Shipley" flooded double-pipe ammonia condensers, each 18 feet 2 inches long, 8 pipes high, made of 2-inch and 3-inch pipe.

Spring Grove Ice & Ice Cream Co., Spring Grove, Pa., one 8-ton vertical single-acting, belt-driven enclosed type refrigerating machine and high-pressure side complete.

Chester Silk Company, Chester, Pa., one 4-ton vertical single-acting, belt-driven enclosed type refrigerating machine and high-pressure side complete.

Jacob Doll Packing Co., Birmingham, Ala., one 8-ton vertical single-acting, belt-driven enclosed type refrigerating machine and high-pressure side complete; also 1,490 feet of 2-inch full weight wrought iron direct expansion piping.

Central Meat Market, Brenham, Tex., one 2-ton vertical single-acting, belt-driven enclosed type refrigerating machine and high-pressure side complete.

New Process Laundry Co., San Antonio,

Tex., one 50-ton vertical shell and tube steam condenser.

St. Joseph Ice & Manufacturing Co., St. Joseph, Mo., 15,800 feet of 1¼-inch full weight wrought iron pipe.

St. Louis Independent Packing Co., St. Louis, Mo., 10,000 feet of 2-inch full weight pipe, galvanized on the outside only.

Riverside Western Oil Co., Delaware, Okla., one 75-ton and one 150-ton shell and tube brine coolers.

Norfolk Warehouse Corporation, Norfolk, Va., six coils of atmospheric ammonia condensers, each 20 feet long, 24 pipes high, made of 2-inch pipe.

Cleveland Provision Co., Cleveland, Ohio, two vertical ammonia purifiers.

Walton Hotel Co., Philadelphia, Pa., one coil of "Shipley" flooded type double-pipe ammonia condensers, 18 feet 2 inches long, 8 pipes high, made of 2-inch and 3-inch pipe.

New Plaza Hotel Co., Indianapolis, Ind., one drinking water tank.

Mr. Fred Blattner, Brooklyn, N. Y., one 15-ton vertical shell and tube steam condenser.

Stearns, Rogers Manufacturing Co., Denver, Col., one 12½-ton horizontal shell and tube brine cooler.

Crystal Ice Manufacturing Co., Baltimore, Md., one 20-ton shell and tube distilled water cooler.

Louis Niebergall, Wheeling, W. Va., one 20-ton shell and tube steam condenser.

J. B. Worth Co., Petersburg, Va., 800 feet of 2-inch full weight wrought iron pipe.

Latrobe Ice & Provision Co., Latrobe, Pa., one 18 x 18-inch Corliss steam cylinder.

### WHY YOU SHOULD KEEP A FILE.

In connection with the practical trade information published every week on page 18, The National Provisioner is frequently in receipt of letters from subscribers who recall having seen something interesting or important in a previous issue of this publication, but they have mislaid the copy and want the information repeated. The National Provisioner offers the suggestion that if every interested subscriber would keep a file of The National Provisioner he would be able to look up a reference at once on any matter which might come up, and thus avoid delay. A carefully arranged index of the important items appearing in our columns is published every six months, and with this and a binder, which The National Provisioner will furnish, the back numbers of the papers may be neatly kept and quickly referred to for information.

### LEWIS LEAVES BURROUGHS.

E. St. Elmo Lewis will become vice-president and general manager of the Art Metal Construction Company, whose factory headquarters are at Jamestown, N. Y. Mr. Lewis has been for the past ten years advertising manager of the Burroughs Adding Machine Company. During that time he has been prominently identified with the creation of new markets and the development of old markets for that organization. It is hardly necessary to recite how prominently he has identified himself with the entire adding machine industry. The Art Metal Construction Company is the oldest and largest institution making metal office furniture, filing and index equipment, and metal equipment for banks, libraries, public buildings, etc.



## ICE AND REFRIGERATION

### NEW CORPORATIONS.

Salem, Mass.—The Wenham Lake Ice Corporation has been incorporated with a capital stock of \$75,000 by A. M. Lightbody, of Beverly, and H. D. White, of West Roxbury.

### ICE NOTES.

Orlando, Fla.—A cold storage plant will be installed by the Orlando Ice Company.

Ringling, Okla.—The Ardmore Ice Company contemplates the construction of an ice plant.

Greensboro, N. C.—A large addition will be built to the ice plant of Arctic Ice and Coal Company.

La Porte, Tex.—The La Porte Water, Light and Ice Company contemplates the installation of a 15-ton ice plant.

### COLD STORAGE IN THE SOUTHWEST.

The moving of perishable foodstuffs from the point of their production to the point of their consumption has resulted in the establishment of cold storage centres of distribution, both in the consuming districts and en route to them. Fort Worth, Texas, which is admirably placed for handling large supplies of meat products, fruit, etc., has built itself a tremendous business in refrigeration and is now a leader in the Southwest.

In all of Texas, according to the figures of the Manufacturers' Record, all of the commercial cold storage capacity is 1,043 cars. Of that quantity Fort Worth has, in its eight cold-storage plants, ranging in size from 250 cars capacity, a total of 482 cars.

Fort Worth has twelve ice-making plants with a daily capacity of 740 tons. This is used for local supply, shipped out to consumers in other cities and towns, and for re-icing fruits and produce shipped by or through Fort Worth dealers and agencies. This latter is a business of large proportions, calculated by President B. E. Keith, of the Texas Wholesale Fruit and Produce Dealers' Association, as reaching into millions. He

has publicly asserted that the volume of this business controlled by the Fort Worth dealers and agencies equals \$60,000,000 annually.

That will give some idea of the total for the State, though Fort Worth has a marked pre-eminence in the business. Here is located the State agency of the California Citrus Growers' Association, and practically all of the shipments coming this way are reinspected and re-iced at Fort Worth. Trainloads of bananas are shipped from Galveston to Fort Worth and distributed. This large fruit and produce business is one of the direct results of the ample railroad facilities Fort Worth has provided.

In considering the cold storage business of Fort Worth no account is taken of the meat-packing plants, though they are the third in the United States in volume of business. The more important plants for cold storage at Fort Worth are those of the Texas Brewing Company and the Southern Cold Storage Company. The first venture of the former company was when it changed over one of its ice storage warehouses to a cold storage plant. The building had a number of windows, protected with double sets of window glass. In the rebuilding, or alteration for cold storage uses, these windows were additionally insulated. After alterations it became a 100-ton storage plant.

After it had been in use for less than a year the demands were so great it was decided to build a new cold storage warehouse, which was built in full compliance with the most advanced science. There is no opening to the outer air, other than the entrance doors, except to provide for the effective circulation of air. Drainage of condensation is also provided, and it is efficient. Tests show a low percentage of moisture in the air in the storage rooms.

One novelty in this plant is provision for locking the rooms with the Yale lock type of fastenings and the delivery of the keys to the renter of the room. Thus no one can

have access to the room but the renter, and protection against loss by theft is absolute.

As the building is entirely of reinforced concrete and brick, it is practically fireproof. But there are five watchmen who also make periodic rounds to see that the required temperature is maintained. Automatic fire alarms are an additional protection.

During the past winter apples were stored very successfully in this plant by the hundred carloads.

Elevators permit the easy shipping of the commodities. Concrete loading platforms, along the sides of the warehouses, are constructed so that air-tight chutes connect the warehouse with the cars, and thus the loading or unloading can be effected without loss of temperature.

The new warehouse is five stories high, with rooms ranging in size from a single car capacity to fifteen cars' capacity. Temperations may be attained and maintained as desired from 4 or 5 degrees up. The old warehouse has a capacity of 100 cars, divided into larger rooms than in the new house.

The 100-car plant of the Southern Cold Storage Company is very similar in safety and efficiency, and the other plants are, as a rule, good, if not up to the high standard of the latest addition to the Texas Brewing Company's plant.

With this large cold storage capacity, additions are being considered, or have actually been planned, for those interested are alive to the value of pushing this business. A considerable part of cold storage stuff for the Texas markets is held at Kansas City and other points and then shipped in as required. Inroads are being rapidly made on that practice, and with the continued development of cold storage facilities at Fort Worth, with her abundant transportation facilities, it is predicted that Fort Worth, instead of an out-of-State town, will be the cold storage center for all Texas.

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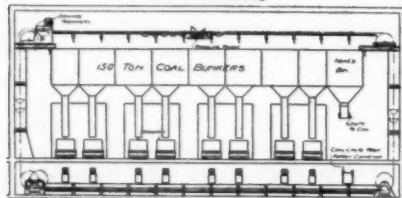
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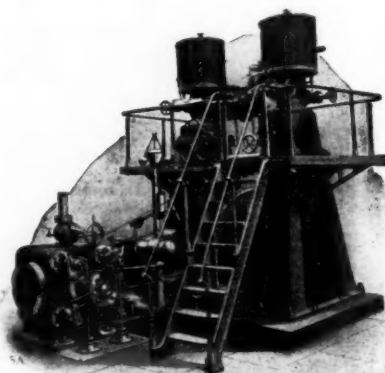


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FRICK machines have  
been operating 25 to 30  
years, running through  
long operating seasons

without a shutdown or break of any kind. This is efficiency.

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BOSTON: 129 Milk St., Chas. F. Duffee.  
BUFFALO: Keystone Transfer Co.; J. W. Gilbert.  
CHICAGO: F. C. Schapper, Westerlin & Campbell Co.  
CINCINNATI: Pan Handle Storage Warehouse.  
CLEVELAND: General Cartage & Storage Co., Henry Bollinger.  
DETROIT: Riverside Storage & Cartage Co., Newman Bros., Inc.  
DALLAS: Oriental Oil Co.  
HAVANA: O. B. Cintas.  
INDIANAPOLIS: Railroad Transfer Co.  
JACKSONVILLE: St. Elmo W. Acosta.  
KANSAS CITY: Crutcher Warehouse Co.  
LIVERPOOL: Peter R. McQuile & Son.  
LOS ANGELES: United Iron Works.  
LOUISVILLE: Union Warehouse, 7th and Magnolia Sts.  
MILWAUKEE: Central Warehouse.

MEMPHIS: Patterson Transfer Co.  
MEXICO, D. F.: Ernst O. Heinsdorf.  
NEWARK: American Oil & Supply Co.  
NEW ORLEANS: Chas. F. Rantz.  
NEW YORK: Roessler & Hasselacher Chemical Co., Shipley Construction & Supply Co.  
NORFOLK: Nottingham & Wrenn Co.  
OKLAHOMA CITY: O. K. Transfer & Storage Co.  
PITTSBURGH: Pennsylvania Transfer Co.  
PROVIDENCE: Rhode Island Warehouse Co.  
ROCHESTER: Shipley Construction & Supply Co.  
SALT LAKE CITY: Utah Soap Co.  
ST. LOUIS: Pillsbury-Becker Engineering & Supply Co.  
ST. PAUL: R. B. Whitacre & Co.  
SAN ANTONIO: Oriental Oil Co.  
SAN FRANCISCO: United Iron Works.  
SAVANNAH: Benton Transfer Co.; R. Zuck, Jr.  
SPOKANE: United Iron Works.  
SEATTLE: United Iron Works.  
TOLEDO: Moreton Truck & Storage Co.  
WASHINGTON: Littlefield, Alvord & Co.

### BUSINESS MEN WAKING UP.

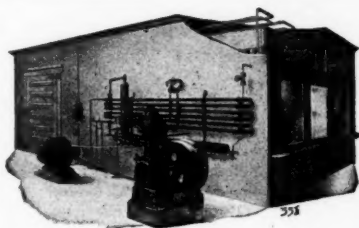
We quite agree with System in what it says editorially concerning "Trust legislation and the average business man," says the New England Tradesman. We very much regret that there is any such thing as "trust legislation" pending, because we think that there is no demand for it. We believe that if the full force of the Sherman act is applied that no more is necessary for prompt and complete justice. We believe that the broad principles laid down by the Sherman act are, if efficiently enforced under the rules of unfair competition laid by the courts, sufficient.

We think that business men are realizing more and more that their interests demand that they pay more attention to legislation. Until within a comparatively short time, perhaps a few years, the business men, and business men of considerable caliber who ought to know better, have been accustomed to speak in a haphazard way concerning the "trusts," so-called, and without consideration or understanding. We have ourselves asked a business man of high standing, of large affairs, what is the matter with things today, and he has answered, "Oh, the trusts." Now such a statement is not only without foundation, but silly, because it is wholly superficial and not based upon consideration.

Big business, so-called, is necessary today for reasons which we have time and again explained; necessary because of the constantly increasing population and the insatiable demands of the consumers. If the great corporations break the law, if they resort to renegade practices, they should be punished, but we do not wholly blame the politicians for the action of the government in recent years in tearing down great business structures that have been built up, razing to the ground great industries of national importance simply on the technical supposition that any one in particular, or more at some time or other or even now have violated or are violating the law.

As System suggests, it is quite true that the great deal of anti-trust legislation now under consideration in Washington will involve an external problem to the business man. It is quite true that the average business man is not interested in legislation except when he notices that the government is tinkering with business; that being the case, and it being the fact that the government has been tinkering with business for the last ten years, it seems to us that it is time business

### WATCH PAGE 48 FOR BARGAINS



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The condition and appearance of your product counts for much at this season of the year.

Is your refrigerator dry and of the proper temperature to enable you to place your goods on the market in salable condition?

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Warm Weather has no terrors for the Butcher or Packer who has a YORK Refrigerating Plant.

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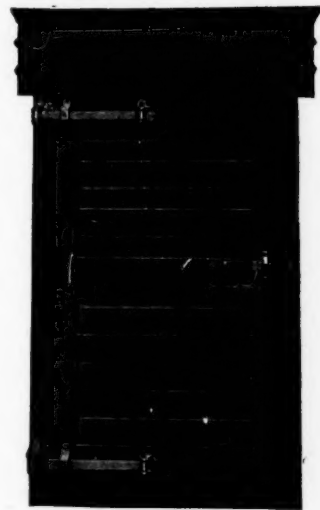
## York Manufacturing Co.

Ice-Making and Refrigerating Machinery exclusively.

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types of Doors, and noted the heavy material used in construction, or how the massive Jones Automatic Fastener and Jones Adjustable Spring Hinges keep the door tight against the double and triple seals of contact.

If not, it's time! You should know why the Big Packers use our doors almost exclusively.

Made with or without trap for overhead rail. Cork insulated. Built for strength. A 68-page illustrated catalog upon request.

**JAMISON COLD STORAGE DOOR CO.**

Formerly

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Hagerstown, Maryland, U.S.A.

men woke up to their duties and realized that they have some little responsibility outside their own personal affairs.

The irresponsible schemers in Washington should be taught not to meddle with the business of the country, even if the country has to take them by the scruff of their necks and pitch them into the Potomac. They are not statesmen; simply they are just small politicians of the ward heeler type.—New England Tradesman.

#### L. H. ARMOUR ESCAPES WAR ZONE.

Mr. and Mrs. Laurance H. Armour arrived home August 20 after a thrilling escape from the war zone in Europe, says "Armo," the Armour publication. Mr. and Mrs. Armour were in Baden Baden, Germany, when the war cloud broke, and immediately, by the aid of their automobile, crossed the frontier at Moncel. This place, at the present time, is the seat of the French army campaigning against Strassburg.

Arriving in Paris, they found money conditions such that letters of credit and all other forms of money, except gold, were of no value. So they made another hasty departure from Paris for Boulogne, fearing that their machine would be held up and commandeered by the French government. Arriving at Boulogne after an exciting dash, that afternoon they found all the peasants and trades people had been called to arms; and in a short time the fields and towns were deserted and only old men, women and children were to be seen.

Great excitement prevailed everywhere. Plows stood unhorsed in the fields and hundreds of wagons lay on the roadside. From Boulogne they were able to cross the English channel with 1,600 people on a boat that was supposed to accommodate only 600, and arrived in London just as Germany declared war against France.

The war scenes and excitement which they witnessed there and experienced in their crossing on the steamship Laconia would fill many pages, but we are happy to say that the good ship brought them home safely, and all are praying for the safe return of other Americans who are still held in the war zone.

#### HONOR FOR DR. A. D. MELVIN.

Word has been received in this country that Dr. A. D. Melvin, Chief of the Bureau of Animal industry of the U. S. Department of Agriculture, has been elected an honorary associate of the Royal College of Veterinary Surgeons of Great Britain. This is one of the recognized leading scientific bodies of the world, and the honor conferred upon Dr. Melvin is one which is always highly prized, and in this case well deserved. The tribute paid to Dr. Melvin, as stated in the official



DR. A. D. MELVIN.

announcement, is in recognition of his scientific contributions to veterinary science, and is due to the exceptionally competent work he has performed in the service of the United States government.

Packin'house, provision, refrigeration and other machinery and equipment at second-hand. Buy it or sell it through The National Provisioner's "Wanted and For Sale" department.

#### PACKERS' CONVENTION COMMITTEES.

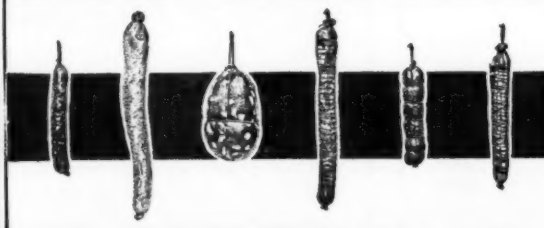
Committees for the annual convention of the American Meat Packers' Association, to be held at Chicago, October 19, 20 and 21, have been announced as follows by Secretary McCarthy:

Entertainment Committee.—C. F. Healy, N. K. Fairbank Company, chairman; W. H. Miller, Miller & Hart; E. B. Merritt, Armour & Company; W. B. Allbright, Allbright-Nell Company; C. A. Alling, Darling & Company; A. A. Davidson, The Davidson Commission Company; W. F. Burrows, Libby, McNeill & Libby; W. B. Davies, The Davies Supply Company; S. Strauss, Independent Butchers' Supply Company; J. S. Agar, Western Packing & Provision Company; W. B. Farris, Morris & Company; E. A. Cudahy, Cudahy Packing Company; John Bunnell, Hatley Brothers; J. A. Hawkinson, Sulzberger & Sons Company; Bernard Brennan, Brennan Packing Company; Walter R. Kirk, J. A. Dahmke, John J. Dahmke Packing Company; H. D. Oppenheimer, Oppenheimer Casing Company; O. J. Dorn, Automatic Sprinkler Company; F. K. Higbie, American Meat Packers' Supply Company; C. J. Short, Standard Slaughtering Company; F. A. Hart, F. A. Hart & Company; Robert H. Hunter, A. D. White, Swift & Company; Chas. A. Sterne, & Son Company; L. H. Freeman, Body, Lunham & Company; G. W. Williams, O. F. Mayer, O. F. Mayer & Brother; John Roberts, Roberts & Oake; A. M. Adler, Adler & Oberndorf; C. L. Murphy, P. J. Brennan, Independent Packing Company; Chas. F. Unrath, Fulton Packing Company; W. J. Mullaley, American Can Company; A. N. Benn, Omaha, Packing Company; A. E. Cross, Roy & Saunders; W. H. Fairchild, The Sefton Company; A. B. Friedman, Friedman Manufacturing Company; G. W. Zeigler, G. W. Zeigler Company; R. L. Scoles, Schwarz & Company; Geo. Sayer, Wolf, Sayer & Heller.

Press Committee.—E. S. LaBart, Morris & Company, chairman.

Business Programme.—Geo. L. McCarthy, The National Provisioner, New York, chairman; F. R. Burrows, G. H. Hammond Company, Chicago; Chas. Rohe, Rohe & Brother, New York.

Look over page 48 for good business chances of all kinds.



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**DRIED SAUSAGE**

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*Our brands are thoroughly established and in demand*

**THE ANGLO-AMERICAN PROVISION CO. Chicago, Ill.**





# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce, and hogs by the hundredweight.

**Trading Quiet—Small Interest—Pork Irregular—Hogs Firm—Movement Moderate—Hog Values Steady—Packing Fair.**

The past week has not shown any radical change in provision values. Pork has been somewhat erratic, on small transactions in September, and there has been some irregularity in lard. The conditions have rather made to limit interest in the market, and apparently there has been disposition to operate very conservatively in the contract market; in fact, anything like speculation has been discouraged, owing to the nervousness regarding public opinion as to the question of meat and food costs.

The movement of hogs and other live stock at Western points has increased a little, although it is still far from heavy; nevertheless, the movement is comparing much more favorably with last year. The high prices for all kinds of live stock are proving rather attractive, although the entire country seems to be imbued with the idea of war prices.

The average price of hogs the past week was \$9 per 100 pounds, compared with \$9.30 the previous week, and \$7.70 the previous eight-year average; the average price of cattle was \$9.30, against \$9.50 the previous week, and \$7.50 the previous eight-year average. The price of sheep and lambs also fell off a little during the week, with sheep \$1.10 per

100 pounds above the eight-year average, and lambs \$1.30 over.

The average quality of the hogs continues good for the season, and weights the past week were 248 pounds, against 243 pounds the preceding week, 230 pounds last year and 241 pounds two years ago. The good weight of the hogs is quite an interesting feature, and shows that the country is not selling the live stock before it is ready, and the product per hog is excellent. With the better movement during the past week, the packing for the week showed some improvement, the total slaughtered being 349,000, compared with 350,000 the preceding week and 359,000 last year. Since March 1 the total has been 10,683,000, against 12,375,000 a year ago.

With the change in the trend of feed-stuff values the question is being considered as to the cost of hogs. With old corn selling at 82 cents for September, feeding costs are considerably higher than last year, and after this time last year the price of corn sold off steadily, and feed-stuffs costs were steadily reduced during the fall. This year the situation is very different, and the outlook is suggestive of high feed-stuffs values for the season. This will mean relatively high costs for all kinds of live stock and therefore a high cost for the product.

There has been some increase in foreign

demand for lard. Some buying is reported, and in fairly good-sized lots, although the actual shipments are still limited. Nevertheless, the trade is becoming quite confident that the warring countries will have to have all the food-stuffs they can possibly get from this country, of edible fats, oils and meats. As to the meat supply, England is in much better shape than as to the supply of bread-stuffs. With the Australian and Argentine markets open and available, and the American supply available, it will be only a question of time when traffic and exchange conditions become reasonably normal, and business can be resumed in an ordinary way. As it is at present, owing to the exchange conditions, business is sadly handicapped. Export business to English markets is in much more normal shape than to any other section, although product is moving to the West Indies in fairly good manner. Exchange conditions are still broken down to the Continent, and there is very little doing, excepting in the way of special credits. Owing to this situation, Continental governments have in some cases been forced to buy food-stuffs here, particularly grain, on the basis of cash at the consulate in New York, as there was no way of handling the exchange to fit the transactions.

Owing to the sharp advance in retail prices

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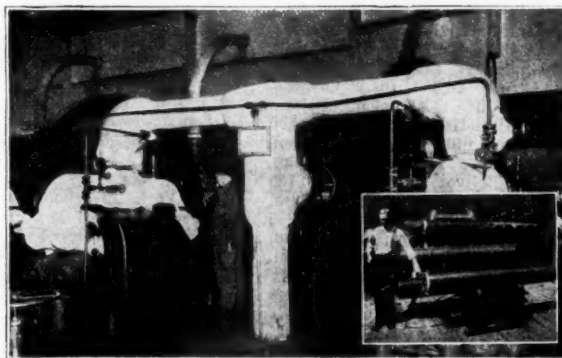
Armour's Anhydrous Ammonia is made from material **strictly mineral** in its origin. We test each cylinder before shipping. Sold subject to your test before using.

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of meats and fats, it is possible that there will be more or less curtailment in consumption and this will undoubtedly be a good thing in a way, as it will conserve the supply and prevent waste. Prices for food-stuffs on the other side are bound to be high, on account of the war conditions and the taking of great numbers of men from productive pursuits, so that the country is facing extraordinary problems as to values and the possible demand. The extent of the influence on American prices will, without doubt, depend on the duration of the war.

**LARD.**—The market has been quiet but steady. Trading has been light and export interest during the week has been rather moderate. City steam, 10@10½ nom.; Middle West, \$10.30@10.40 nom.; Western, \$10.45; refined Continent, \$11.10 nom.; South American, \$11.60 nom.; Brazil, kegs, \$12.60; compound lard, 8½@8¾c.

**PORK.**—The market has remained firm but quiet. Demand is for moderate lots, but values are firmly held. Mess is quoted \$24.75 @25.25 nom.; clear, \$23@26 nom.; family, \$27@29.

**BEEF.**—The market is very firm, with stocks small, and the movement of cattle does not indicate any important increase in the supply of meats for curing purposes. Quoted: Family, \$29@30 nom.; mess, \$23@24 nom.; packet, \$25@26 nom.; extra India mess, \$40@45 nom.

#### SEE PAGE 39 FOR LATER MARKETS.

#### EXPORTS OF HOG PRODUCTS.

Exports of hog products from New York reported up to Wednesday, August 26, 1914:

**BACON.**—Amapola, Honduras, 609 lbs.; Camaguey, —, 4,073 lbs.; Cartagena, Colombia, 413 lbs.; Copenhagen, Denmark, 18,697 lbs.; Cristobal, Panama, 6,000 lbs.; Hamilton, Bermuda, 1,295 lbs.; Havana, Cuba, 40,277 lbs.; Helsingfors, Finland, 75,211 lbs.; Hull, England, 161,201 lbs.; Kingston, W. I., 547 lbs.; Liverpool, England, 480,705 lbs.; London, England, 8,301 lbs.; Montevideo, Uruguay, 612 lbs.; Newcastle, England, 10,719 lbs.; Rio de Janeiro, Brazil, 3,000 lbs.; St. Thomas, W. I., 371 lbs.; Santiago, Cuba, 7,557 lbs.; Surinam, Dutch Guiana, 2,800 lbs.; Trieste, Austria, 6,242 lbs.

**HAMS.**—Amapola, Honduras, 749 lbs.; Antwerp, Belgium, 95,750 lbs.; Barbados, W. I., 886 lbs.; Camaguey, Cuba, 11,877 lbs.; Caracas, Venezuela, 10,524 lbs.; Cartagena, Colombia, 412 lbs.; Cristobal, Panama, 3,017 lbs.; Demerara, British Guiana, 4,620 lbs.; Dominica, W. I., 1,854 lbs.; Grenada, W. I., 3,900 lbs.; Guadeloupe, W. I., 2,945 lbs.; Hamilton, Bermuda, 6,582 lbs.; Havana, Cuba, 16,639 lbs.; Hull, England, 178,500 lbs.; Kingston, W. I., 1,158 lbs.; Liverpool, England, 491,130 lbs.; London, England, 73,124 lbs.; Port au Prince, W. I., 1,586 lbs.; St. Johns, W. I., 6,000 lbs.; St. Thomas, W. I., 371 lbs.; San Domingo, S. D., 9,815 lbs.; Santiago, Cuba, 6,393 lbs.; Southampton, England, 43,613 lbs.; Surinam, Dutch Guiana, 3,024 lbs.

**LARD.**—Abo, Russia, 2,460 lbs.; Antwerp, Belgium, 63,110 lbs.; Arica, Chile, 2,900 lbs.; Barbados, W. I., 4,487 lbs.; Buenaventura, Columbia, 6,000 lbs.; Buenos Aires, A. R., 1,800 lbs.; Camaguey, Cuba, 28,366 lbs.; Cape Town, Africa, 26,380 lbs.; Caracas, Venezuela, 14,081 lbs.; Cartagena, Colombia, 18,206 lbs.; Christiania, Norway, 5,500 lbs.; Colon, Panama, 1,959 lbs.; Copenhagen, Denmark, 42,893 lbs.; Cristobal, Panama, 4,600 lbs.; Ciudad Bolivar, Venezuela, 16,190 lbs.; Delagoa Bay, Portuguese East Africa, 7,760 lbs.; Demerara, British Guiana, 14,265 lbs.; Dominica, W. I., 7,016 lbs.; Dronheim, Norway, 13,300 lbs.; Gothenberg, Sweden, 26,250 lbs.; Grenada, W. I., 65,612 lbs.; Guadeloupe, W. I., 4,000 lbs.; Hamilton, Bermuda, 4,150 lbs.; Havana, Cuba, 75,982 lbs.; Hull, England, 95,760 lbs.; Jamaica, W. I., 1,500 lbs.; Kingston, W. I., 1,300 lbs.; Lagos, Nigeria, 7,400 lbs.; Leith, Scotland, 19,875 lbs.; Liverpool, England, 452,199 lbs.; London, England, 213,311 lbs.; Manta Bay, Ecuador,

9,108 lbs.; Montego Bay, W. I., 2,336 lbs.; Newcastle, England, 16,800 lbs.; Port au Prince, W. I., 50,095 lbs.; Pt. Limon, C. R., 6,142 lbs.; Riga, Russia, 5,500 lbs.; Rotterdam, Holland, 179,678 lbs.; St. Thomas, W. I., 11,082 lbs.; San Domingo, S. D., 65,599 lbs.; Santa Marta, Colombia, 29,753 lbs.; Santiago, Cuba, 6,696 lbs.; Southampton, England, 26,600 lbs.; Stockholm, Sweden, 31,354 lbs.; Trieste, Austria, 1,375 lbs.; Turks Island, W. I., 2,650 lbs.; Valparaiso, Chile, 2,248 lbs.

**PORK.**—Barbados, W. I., 103 bbls., 6 tes.; Camaguey, Cuba, 43 bbls.; Christiania, Norway, 25 bbls.; Demerara, British Guiana, 308 bbls.; Dominica, W. I., 44 bbls.; Grenada, W. I., 285 bbls.; Guadeloupe, W. I., 45 bbls.; Hamilton, Bermuda, 14 bbls.; Hull, England, 25 bbls.; Jamaica, W. I., 29 bbls.; Kingston, W. I., 20 bbls.; Liverpool, England, 46 tes.; Mauritius, Isle of, 25 tes.; Montego Bay, W. I., 28 bbls.; Port au Prince, W. I., 6 tes., 84 bbls.; Pt. Limon, C. R., 9 bbls.; St. Thomas, W. I., 15 bbls.; San Domingo, S. D., 23 bbls.; Santiago, Cuba, 15 bbs.; Surinam, Dutch Guiana, 43 bbls.

**PORK HEADS.**—Cayenne, French Guiana, 50 bbls.; Grenada, W. I., 116 bbls., 11 tes.; Guadeloupe, W. I., 9 bbls.; Port au Prince, W. I., 20 bbls.; Surinam, Dutch Guiana, 25 bbls.

**PORK LIPS.**—Guadeloupe, W. I., 22½ bbls.  
**PORK SNOOTS.**—Demerara, British Guiana, 20 bbls.; Dominica, W. I., 25 bbls.; Guadeloupe, W. I., 51 bbls.

**PORK TAILS.**—Cayenne, French Guiana, 60 bbls.; Demerara, British Guiana, 62½ bbls., 15 tes.; Guadeloupe, W. I., 10 bbls.; Kingston, W. I., 44 bbls.; Pt. Limon, C. R., 10 bbls.

**SAUSAGE.**—Grenada, W. I., 20 pkgs.; London, England, 150 pkgs.; Messina, Sicily, 90 cs.; San Domingo, S. D., 69 pkgs.

#### EXPORTS OF BEEF PRODUCTS.

Exports of beef products from New York reported up to Wednesday, August 26, 1914:

**BEEF.**—Antwerp, Belgium, 5 bbls.; Barbados, W. I., 15 tes., 139 bbls.; Camaguey, Cuba, 12 bbls.; Callao, Peru, 35 bbls.; Cape Town, Africa, 15 bbls.; Cayenne, French Guiana, 80 bbls.; Christiania, Norway, 25 bbls.; Colon, Panama, 48½ bbls.; Demerara, British Guiana, 245 bbls.; Dominica, W. I., 37 bbls.; Grenada, W. I., 21 bbls.; Guadeloupe, W. I., 61 bbls.; Halifax, N. S., 25 bbls.; Hamilton, Bermuda, 16 bbls.; Jamaica, W. I., 10 tes., 24 bbls.; Kingston, W. I., 11 tes., 25 bbls.; Liverpool, England, 100 bbls.; Montego Bay, W. I., 32 bbls.; Port au Prince, W. I., 11 pa.; Pt. Limon, C. R., 70 bbls.; St. Johns, N. F., 280 bbls.; Santa Marta, Colombia, 9 bbls.; Surinam, Dutch Guiana, 252 bbls.

**FRESH MEAT.**—Cristobal, Panama, 6,395 lbs.; Hamilton, Bermuda, 16,843 lbs.; Havana, Cuba, 2,750 lbs.; Liverpool, England, 26,340 lbs.

**OLEO OIL.**—Antwerp, Belgium, 240 tes.; Hamburg, Germany, 25 tes.; Liverpool, England, 50 tes.; London, England, 150 tes.; Rotterdam, Holland, 2,410 tes.; Southampton, England, 5 tes.

**OLEOMARGARINE.**—Barbados, W. I., 14,000 lbs.; Copenhagen, Denmark, 71,970 lbs.; Dominica, W. I., 10,775 lbs.; Grenada, W. I., 3,300 lbs.; Iquique, Chile, 2,000 lbs.; Jamaica, W. I., 1,000 lbs.; Port au Prince, W. I., 1,700 lbs.; Pt. Limon, C. R., 1,800 lbs.; St. Thomas, W. I., 2,125 lbs.; San Domingo, S. D., 2,500 lbs.; Valparaiso, Chile, 1,000 lbs.

**TALLOW.**—Cartagena, Colombia, 8,463 lbs.; Grenada, W. I., 1,000 lbs.; Guayaquil, Ecuador, 6,937 lbs.; Havana, Cuba, 37,511 lbs.

**TONGUES.**—Copenhagen, Denmark, 20 bbls.; Cristobal, Panama, 4 bbls.; Hull, England, 189 bbs.; Liverpool, England, 93 pa.; London, England, 352 pkgs.; Southampton, England, 15 pa.

**CANNED MEATS.**—Amsterdam, Holland, 87 pa.; Barbados, W. I., 27 cs.; Camaguey, Cuba, 14 pa.; Cape Town, Africa, 423 cs.; Caracas, Venezuela, 34 pkgs.; Cristobal, Panama, 177 pa.; Delagoa Bay, Portuguese East Africa, 198 cs.; Havana, Cuba, 97 cs.; Hull, England, 250 cs.; Liverpool, England, 940 pa.; London, England, 194 pa.; San Domingo, S. D., 61 pkgs.

#### EXPORTS OF PROVISIONS

Exports of hog products for the week ending Aug. 22, 1914, with comparisons:

To—	PORK, BBLs.		
	Week ending Aug. 22, 1914.	Week ending Aug. 23, 1913.	From Nov. 1, '13, to Aug. 22, 1914.
United Kingdom..	412	30	13,547
Continent .....	.....	85	6,368
So. & Cen. Am... ..	406	480	9,092
West Indies .....	1,397	638	51,562
Br. No. Am. Col..	143	8	18,330
Other countries ..	.....	.....	322
Total .....	2,358	1,241	99,223

MEATS, LBS.			
United Kingdom..	7,821,150	6,150,545	234,693,470
Continent .....	2,000	481,000	18,975,140
So. & Cen. Am... ..	91,625	112,925	2,971,040
West Indies .....	112,200	86,600	6,958,150
Br. No. Am. Col..	.....	.....	206,300
Other countries ..	3,000	.....	23,500
Total .....	8,029,975	6,831,050	261,817,603

LARD, LBS.			
United Kingdom..	5,207,160	5,987,940	186,766,891
Continent .....	.....	4,434,210	120,379,399
So. & Cen. Am... ..	225,500	225,390	14,409,036
West Indies .....	341,540	332,730	18,020,818
Br. No. Am. Col..	9,000	.....	460,175
Other countries ..	4,000	750	631,570
Total .....	5,797,200	10,983,020	340,667,889

#### RECAPITULATION OF THE WEEK'S EXPORTS.

From—	Pork, bbls.	Meats, lbs.	Lard, lbs.
New York .....	1,590	2,791,975	2,069,200
Boston .....	78	33,000	243,000
Philadelphia .....	65	5,000	4,000
Galveston .....	625	169,000	447,000
Montreal .....	.....	2,930,000	1,733,000
Quebec .....	.....	2,101,000	1,301,000
Total week .....	2,358	8,029,975	5,797,200
Previous week ..	2,206	6,398,675	10,681,406
Two weeks ago ..	2,199	4,272,340	2,942,520
Cor. week last y'r	1,241	6,831,050	10,983,020

#### COMPARATIVE SUMMARY OF EXPORTS.

	From Nov. 1, '13, to Aug. 22, '14.	Same time last year.	Decrease.
Pork, lbs. ....	19,844,600	19,873,200	28,600
Meats, lbs. ....	261,827,000	294,723,294	32,895,894
Lard, lbs. ....	340,667,889	479,556,343	129,885,454

#### EXPORTS SHOWN BY STEAMERS.

Exports of commodities from New York to foreign ports for the week ending Thursday, August 20, 1914, as shown by Williams & Terhune's report, are as follows:

Steamer and Destination.	Oil		Cottonseed		Bacon		Beef		Pork		Lard	
	Cake, Bbls.	Oil, Bbls.	Oil, Bbls.	Butter, Boxes.	Hams, Boxes.	Tallow, Pkgs.	Beef, Pkgs.	Pork, Bbls.	Tes.	Lard, Pkgs.	Tes.	Lard, Pkgs.
Celtic, Liverpool .....	.....	500	.....	1939	.....	149	412	600	3000	.....	.....	.....
Laconia, Liverpool .....	.....	775	.....	1565	.....	75	.....	385	10490	.....	.....	.....
Philadelphia, Liverpool .....	.....	.....	.....	768	.....	.....	.....	.....	1077	.....	.....	.....
New York, Liverpool .....	.....	.....	.....	520	.....	.....	.....	.....	1000	.....	.....	.....
Cedric, Liverpool .....	.....	.....	.....	1862	.....	.....	9	.....	.....	.....	.....	.....
Kroonland, Liverpool .....	.....	.....	.....	408	10	.....	5	465	8020	.....	.....	.....
Saxonia, Liverpool .....	.....	1500	.....	1137	.....	95	.....	2083	15911	.....	.....	.....
Minnetonka, London .....	.....	1500	.....	51	.....	.....	.....	.....	650	.....	.....	.....
Marengo, Hull .....	636	.....	.....	882	.....	.....	.....	.....	1710	2880	.....	.....
Ansonia, Glasgow .....	.....	.....	.....	522	.....	.....	50	395	100	.....	.....	.....
Potsdam, Rotterdam .....	5600	230	.....	200	.....	.....	.....	.....	1110	2500	.....	.....
Rochambeau, Havre .....	1240	.....	.....	.....	.....	.....	.....	.....	50	.....	.....	.....
Patria, Marseilles .....	250	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Total .....	7726	4505	.....	9834	10	319	476	6778	45628	.....	.....	.....

# TALLOW, STEARINE, GREASE and SOAP

## WEEKLY REVIEW

**TALLOW.**—Some speculative buying has occurred in this market. It is, of course, based on the theory that the war in Europe warrants higher levels. Those vitally interested in the trade are not in accord with the movement to lift prices, which has been partially successful. Holders of tallow naturally refrain from selling ahead.

Soap-making interests have bought several lots during the week. There has been a little demand for edible grades from compound lard makers. Low grades are offered more sparingly, and the general undertone has firmed. Advances have been made and higher prices asked, despite the emphatic claims of some interests to the effect that the rise in prices has not been warranted.

The situation is very much mixed. It is believed that exports of manufactured stuff will show a substantial increase. On the other hand, an instance has been cited where tallow was shipped to Antwerp and it was not accepted there, so that the shipper was forced to store the stuff. This suggests that some of the foreign markets have not risen, and would indicate that factories have been closed at many important centers.

Prime city tallow is quoted at 6c. loose, with the last sales of city specials at  $6\frac{1}{4}$ c., although toward the close of the week  $6\frac{1}{2}$ c. was bid, and it was thought that sales would be made at  $6\frac{3}{4}$ c.

**OLEO STEARINE.**—The market continues firm at 10 to  $10\frac{1}{2}$ c. Compound lard makers are buying liberally. The undertone is regarded as quite healthy in spite of the market's substantial rise.

SEE PAGE 39 FOR LATER MARKETS.

**GREASES.**—Prices are firmer with other fats, but the demand is rather limited. Stocks are moderate, however, and appear to be well held. Quotations are nominal, as follows: Yellow,  $5\frac{1}{2}$ @ $6\frac{1}{4}$ c. nom.; bone,  $5\frac{3}{4}$ @ $6\frac{1}{4}$ c. nom.; house,  $5\frac{1}{2}$ @ $5\frac{3}{4}$ c. nom.

**SOYA BEAN OIL.**—The market is nominal, with stocks small. Spot is quoted at  $7\frac{1}{4}$ c.

**PALM OIL.**—Prices are very firm due to the very small stocks. Prospect of getting fresh foreign supply is small and until the situation changes trading is likely to be very light. Prime red spot, 10c.; to arrive, —;

Lagos spot, 12c.; to arrive, —; palm kernel, 13c.; shipment, —.

**NEATSFOOT OIL.**—The market is quiet and about steady. For 20 cold test, 96@97c.; 30 do., 88c.; 40 do., water white, 80@82c.; low grade, off yellow, 63c.

**COCOANUT OIL.**—The market is quiet, owing to the small stocks, but prices are very firm. There is no immediate prospect of increasing the supply and consumers are restricted to very small stocks. Quoted: Cochin, 16@17c.; arrival, —; Ceylon, 14@15c.; shipment, —.

**CORN OIL.**—Prices are a little easier, with demand light. Prices quoted at \$6.10@6.20 in car lots.

**OLEO OIL.**—The market is very firm, with further English demand, and values have again advanced. Extras are quoted at New York, 14c.; No. 2, 11c. Rotterdam is quoted at 70 florins.

### GREEN AND SWEET PICKLED MEATS.

(Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, August 27.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8@10 lbs. ave., 16c.; 10@12 lbs. ave.,  $15\frac{1}{2}$ @ $15\frac{3}{4}$ c.; 12@14 lbs. ave.,  $15\frac{1}{4}$ @ $15\frac{1}{2}$ c.; 14@16 lbs. ave.,  $15\frac{1}{4}$ @ $15\frac{1}{2}$ c.; 18@20 lbs. ave.,  $15\frac{1}{4}$ @ $15\frac{1}{2}$ c. Sweet pickled, 8@10 lbs. ave., 16@16 $\frac{1}{2}$ c.; 10@12 lbs. ave.,  $15\frac{3}{4}$ @16c.; 12@14 lbs. ave.,  $15\frac{3}{4}$ @ $15\frac{7}{8}$ c.; 14@16 lbs. ave.,  $15\frac{1}{2}$ @ $15\frac{3}{4}$ c.; 18@20 lbs. ave.,  $15\frac{3}{8}$ @ $15\frac{1}{2}$ c.

Skinned Hams—Green, 14@16 lbs. ave.,  $15\frac{3}{4}$ @16c.; 16@18 lbs. ave.,  $15\frac{3}{4}$ @16c.; 18@20 lbs. ave.,  $15\frac{3}{4}$ @16c.; 22@24 lbs. ave.,  $14\frac{1}{2}$ @14 $\frac{3}{4}$ c. Sweet pickled, 14@16 lbs. ave., 16@16 $\frac{1}{4}$ c.; 16@18 lbs. ave., 16@16 $\frac{1}{4}$ c.; 18@20 lbs. ave., 16@16 $\frac{1}{4}$ c.; 22@24 lbs. ave., 15@15 $\frac{1}{4}$ c.

New York Shoulders—Sweet pickled, 10@12 lbs. ave., 12@12 $\frac{1}{2}$ c.

Picnic Hams—Green, 5@6 lbs. ave.,  $11\frac{3}{4}$ @11 $\frac{3}{4}$ c.; 6@8 lbs. ave.,  $11\frac{1}{2}$ @11 $\frac{3}{4}$ c.; 8@10 lbs. ave., 11 $\frac{1}{2}$ c.; 10@12 lbs. ave., 11 $\frac{1}{2}$ c. Sweet pickled, 5@6 lbs. ave., 12 $\frac{1}{4}$ @12 $\frac{3}{4}$ c.; 6@8 lbs. ave., 12@12 $\frac{1}{4}$ c.; 8@10 lbs. ave., 12c.; 10@12 lbs. ave., 11 $\frac{3}{4}$ @12c.

Clear Bellies—Green, 6@8 lbs. ave.,  $17\frac{1}{2}$ @18c.; 8@10 lbs. ave.,  $16\frac{3}{4}$ @17c.; 10@12 lbs. ave., 16@16 $\frac{1}{4}$ c.; 12@14 lbs. ave.,  $15\frac{1}{2}$ @15 $\frac{3}{4}$ c.; 14@16 lbs. ave.,  $15\frac{1}{2}$ @15 $\frac{3}{4}$ c. Sweet pickled, 6@8 lbs. ave., 18@18 $\frac{1}{4}$ c.; 8@10 lbs. ave.,  $17\frac{1}{4}$ @17 $\frac{1}{2}$ c.; 10@12 lbs. ave., 16 $\frac{1}{4}$ @16 $\frac{1}{2}$ c.; 12@14 lbs. ave.,  $15\frac{1}{2}$ @15 $\frac{3}{4}$ c.; 14@16 lbs. ave.,  $15\frac{1}{2}$ @15 $\frac{3}{4}$ c.

### WESTERN FERTILIZER MARKET.

(Special Letter to The National Provisioner from The Davidson Commission Co.)

Chicago, August 26.—The market for blood and tankage continues quiet, buyers and sellers being apart in their views. The unsettled conditions owing to the war and the stoppage of cotton exports has demoralized the fertilizer situation to such an extent that all traders are going slow on either buying or selling for the future. Some small lots could be bought for immediate shipment at \$2.95 and 10c. for high grade tankage and at \$3.15 per unit for ground blood, 5c. per unit advance monthly for later deliveries.

Lower grades of tankage are in about the same shape, sellers showing some little anxiety to move stock, though unwilling to quote prices lower, buyers holding off awaiting developments as to the possibility of exporting cotton. Outside packers' tankage and air-dried renderers' tankage unsalable at recent prices, but holders are not pressing their stock on the market, expecting a better outlet before the new manufacturing season gets fully under way. (Complete quotations will be found on page 37.)

### FRESH MEATS AND OFFAL IMPORTS.

Imports of fresh beef into the port of New York for the past week amounted to 19,971 quarters, compared to 25,513 quarters last week and 3,650 quarters two weeks ago. It was all from South America.

Mutton imports totaled 1,998 sheep and 2,375 lambs from South America, compared to 2,458 sheep and 1,395 lambs last week.

Offal imports included 1,092 bags and boxes of offal from South America. There were also 7,765 bags of beef pieces.

### LIVESTOCK AND BEEF EXPORTS.

Exports of livestock and dressed beef from United States and Canadian ports for the week ending August 22, 1914, are reported by Williams & Terhune as follows:

Port.	Cattle.	Sheep.	Beef.
From New York .....	—	—	—
From Boston .....	—	—	—
From Philadelphia .....	—	—	—
From Baltimore .....	—	—	—
From Montreal .....	—	—	—
Total .....	—	—	—
Total last week .....	—	—	—

# Green Olive Oil Foots

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## COTTONSEED OIL SITUATION.

(Special Letter to The National Provisioner from Aspegren &amp; Co.)

New York, August 26, 1914.—As stated in our last week's review, cotton oil was the cheapest edible oil in the market, and the demand was heavy and higher prices must be the outcome. These facts were more than borne out during the past week. The August delivery in particular showed up exceedingly strong, advancing some 68 points for the week, whereas September only advanced 30 points, October 35 points and the balance of the list 21 points. The demand from the consuming trade is confined to quick deliveries, which accounts for the heavier advance in the August delivery. Profit-taking selling and long liquidation held the balance of the list in check.

The crude oil situation appears to be even stronger than the refined oil situation. Bids all the way from 10 to 23 points above the New York refined oil parity seem to bring out little or no oil. The mills in general are reporting a very slow movement of seed. As stated in our last week's review, we thought the farmers would sell very sparingly at present seed quotations. The farmer will in all likelihood continue his present policy until he is actually compelled to sell in order to raise funds.

At the close of the week the situation looks even stronger than last week. Europe continues an anxious buyer at prices considerably above the New York market. The slow movement of seed is also becoming a serious factor, as stocks of old crop oil are rapidly disappearing. Seed will have to move more freely if we are not to face an actual famine, and the only way to prevent such a condition can only be brought about by the mills advancing the seed market to the farmers' ideas. This naturally must mean in turn higher prices for cotton oil.

	Closing	High.	Low.	Closing
	August 19.			August 26.
August .....	6.53 b	6.56 a	7.25	7.05 b
September .....	6.53 b	6.55 a	6.80	6.83 b
October .....	6.44 b	6.46 a	6.80	6.45
December .....	6.36 b	6.39 a	6.60	6.39
March .....	6.49 b	6.52 a	6.68	6.47

## CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, August 27.—The market on chemicals and soap supplies is quoted as follows: 74@76 per cent. caustic soda, \$1.55@1.65 basis 60 per cent.; 60 per cent. caustic soda, \$1.60 per 100 lbs.; 98 per cent. powdered caustic soda in bbls., 2½@2½¢. per lb.; 58 per cent. soda ash, 80¢. per 100 lbs. basis 48 per cent.; 48 per cent. carbonate of soda, 95¢. per 100 lbs.; talc, 1¼@1¼¢. per lb.; silex, \$15@20 per ton of 2,000 lbs.; marble flour, \$8 per ton of 2,000 lbs.; chloride of lime in casks, 4½¢. per lb. and bbls 5¢. per lb.; carbonate of potash, 18¢. per lb.; electrolytic caustic potash, 20@22¢. per lb.

Prime palm oil in casks, 10@12¢. per lb.; clarified palm oil in bbls., 13¢. per lb.; genuine Lagos palm oil, 12¢. per lb.; palm kernel oil, 12½@13¢. per lb.; green olive oil, \$1 per gal.; yellow olive oil, \$1.50 per gal.; green olive oil foots, 11@12¢. per lb.; Ceylon coconut oil, 13@14¢. per lb.; Cochon coconut, 15@16¢. per lb.; cottonseed oil, 7.05@7.20¢. per lb.; Soya bean oil, 7¼@7½¢. per lb.; prime city tallow at 6¢. per lb.; corn oil, 6.25@6.35¢. per lb.

House grease, 5¼@6¢. per lb.; brown grease, 5½¢. per lb.; oleo stearine, 10@12¢. per lb.; yellow packer's grease, 5¼¢. per lb.



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## FOREIGN COMMERCIAL EXCHANGE.

New York, August 28.—Foreign commercial exchange rates are demoralized by the closing of exchanges and the war situation, as the following shows:

London—		
Bankers' 60 days.....	No quotations.	
Demand sterling .....	5.05½ @ 5.05¾	
Commercial, 60 days.....	No quotations.	
Paris—		
Commercial, 90 days .....	No quotations.	
Commercial, 60 days.....	No quotations.	
Commercial, sight .....	No quotations.	
Berlin—		
Commercial, 90 days.....	No quotations.	
Commercial, 60 days.....	No quotations.	
Commercial, sight .....	No quotations.	
Antwerp—		
Commercial, 60 days.....	No quotations.	
Amsterdam—		
Commercial, 60 days.....	No quotations.	

## EXPORTS OF COTTONSEED OIL.

Exports of cottonseed oil for July, according to government estimates, are reported as approximately 14,598 bbls., compared to 19,408 bbls. in July, 1913. For the seven months since January 1 the government reports exports of about 296,240 bbls., compared to 475,448 bbls. for a like period of 1913.

## ATLANTA COTTONSEED PRODUCTS.

(Special Wire to The National Provisioner.)

Atlanta, Ga., August 27.—Crude cottonseed oil strong, 43¢. for prompt, 42¢. for September; trading light. Meal in poor demand, \$23, f. o. b. mills. Hulls nominal.

## OCEAN FREIGHTS.

(owing to war conditions there are few standard rates.)

	Liverpool.	Glasgow.	Hamburg.
	Per ton.	Per ton.	Per 100 lbs.
Beef, per tierce .....	—	—	—
Oil cake .....	19¢.	23¢.	—
Bacon .....	—	—	—
Lard, tierces .....	—	—	—
Cheese .....	—	—	—
Canned meats .....	—	—	—
Butter .....	—	—	—
Tallow .....	—	—	—
Pork, per barrel .....	—	—	—

## BRANDING HULLS.

Secretary Robert Gibson of the Interstate Cottonseed Crushers' Association sends out the following notice to members concerning rulings on the branding of cottonseed meal and hulls:

Dallas, Texas, August 22, 1914.

To the Members of the Interstate Cottonseed Crushers' Association:

Mr. W. A. Reynolds, of Charlotte, N. C., chairman of our Uniform Feed Law Committee, has requested that the following information be communicated to the members of this association, regarding the rulings of the Agricultural Department in the branding of cottonseed hulls:

They have decided that cottonseed hulls are such a product that fall within the Food and Drug Act, which act requires every package to either be stamped on the package or information placed upon the tag attached thereto showing the net weight of the package, and also the name of the person responsible for placing them on the market. It is therefore believed that our members should be warned that they should use due caution and positively see that any hulls shipped in sacks which go into interstate transit should contain the following information:

"Cottonseed hulls, 100 lbs., 99 lbs. net, sold by the blank mill of blank town and blank state."

It is believed that this is a preferable way to give this information to the purchaser, and is in accordance with our rules at the New Orleans meeting. It might be further stated that invoices should read: "2,000 lbs. gross, 1,980 lbs. net, per ton."

The same ruling will likely pertain to cottonseed meal, and this association has the matter up with the United States Department of Agriculture and will wait for the decision of certain specific questions before we can advise our members of the best way to handle the branding of cottonseed meal. In the meantime, if any cottonseed meal is shipped into interstate traffic the advice given as regards the branding of cottonseed hulls had better be followed.

Yours very truly,

ROBERT GIBSON,  
Sec. and Treas.

# COTTONSEED OIL

## WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Mississippi Cottonseed Crushers' Association.

**Further Advances—Consuming Demand Continues—Heavy Foreign Sales of Compound Lard—Crude Oil Strong—Spot Stuff Well Absorbed—Speculation Limited.**

Demand for actual oil has been unabated during the past week in the cottonseed oil market. In reflection of this, the price for spot stuff on the New York Produce Exchange rose more than a half cent a pound. The general market was stimulated, and it was noteworthy that speculative dealings had little to do with the rise.

Some interests were inclined to take exception to this view. However, it is evident that were there speculative operations of importance the distant months in the contract market would have risen considerably, or at least been traded in actively, neither of which has been the case.

There was, of course, more or less outside buying. Still, this demand did not represent ruthless operations. Much is heard at these times of people in businesses entirely foreign to speculative markets being obsessed with the idea that prices for food- and feed-stuffs must rise in warring periods, but the amount of buying of this nature in cotton oil has been surprisingly limited.

It is a fact that some of the principal commission houses in the so-called Wall Street district, which really has ramifications throughout the world, have been working in harmony to establish stable conditions, and it is realized by them that the entering of a group of traders in any market, with theories, muscle and money as resources, would make for an unhealthy state of affairs if the actual supply and demand conditions were not on a basis meriting a rise in values.

Incidentally, many well informed persons remain bullish on cotton oil. There has been liberal buying for concerns that manufacture compound lard. Not only is the domestic demand for this product very satisfactory, but there is a foreign inquiry that is insistent and only limited by the financial and shipping difficulties. It is well known that Europe for some time to come is likely to clamor for manufactured stuffs, rather than raw materials, on account of the stoppage of operations in the various factory centers, as a result of the war.

There is some export business doing in cotton oil however. This trade seems to be confined mainly to the big companies, which have better facilities for consummating sales at this period of unrest. Foreign oils keep

exorbitantly high, and the recent press advices leading toward the opinion that the struggle in Europe would not be speedily terminated strengthened the impression that the shipments of cottonseed oil, in one form or another, to foreign countries this year would be unusually large. The contention is that the increased business will not only be to European points, but also to South American, African and West Indian stations.

The situation at the South has not changed much. The claim is still made that the mills are adverse to selling for the future. Their attitude is not really unique, as cottonseed oil is not high, and the probable fluctuations in the seed market are a matter of conjecture. Latest advices state that farmers have been selling more or less seed on the basis of about \$15 per ton.

If the mills could easily dispose of the by-products, there would be a very substantial profit in selling the oil. The question of distribution of oil cake and cottonseed meal in the Southeast is not so pressing, as more or less of the product from there is shipped to New England districts or is used on farms. On the other hand, Texas is accustomed to exporting heavy quantities of cottonseed meal and oil cake, Germany in particular being an extensive buyer. The position of

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Ft. Worth  
Memphis  
Boston  
San Francisco  
Pittsburg  
New Orleans  
St. Louis

Texas mills, therefore, is not so favorable as others.

There is more progress being made in providing for the surplus cotton production this year, Government financial aid being proposed in exchange for the warehouse certificates for cotton stored. A perfection of this plan, or one quite as agreeable to the South, would help to clarify the oil situation.

It becomes more evident as the picking season progresses that there is going to be a liberal amount of cottonseed available, and the crush might be large, in spite of low seed prices. Farmers may not plant so great an acreage, in the event of low cotton prices, and they may be disposed to economize in cultivation methods. As an offset, the demand for cotton oil might easily establish a new record this season.

Closing prices, Saturday, August 22, 1914.—Spot, \$6.70@7; August, \$6.75@6.90; September, \$6.59@6.60; October, \$6.50@6.53; November, \$6.38@6.42; December, \$6.42@6.45; January, \$6.45@6.48; February, \$6.45@6.56; March, \$6.50@6.60. Futures closed at 1 to 13 advance. Sales were: August\*, 600, \$6.75@6.67; September, 5,600, \$6.65@6.60; October, 100, \$6.50; December, 300, \$6.42@6.40; January, 200, \$6.49@6.47; March, 100, \$6.54. Total sales, 6,900 bbls. Good off, \$6.25; off, \$6.12; reddish off, \$6; winter, \$6.75; summer, \$6.80; prime crude, S. E., \$5.47 bid; prime crude, Valley, nom.; prime crude, Texas, nom.

Closing prices, Monday, August 24, 1914.—Spot, \$6.80@6.90; August, \$6.80@6.90; September, \$6.69@6.70; October, \$6.65@6.68; November, \$6.53@6.60; December, \$6.54@6.57; January, \$6.57@6.59; February, \$6.59@6.69; March, \$6.63@6.68. Futures closed at 5 to 15 advance. Sales were: August, 500, \$6.80; September, 3,300, \$6.70@6.64; October, 1,100, \$6.65@6.58; December, 100, \$6.54; January, 2,100, \$6.60@6.55. Total sales, 7,000 bbls. Good off, \$6.50@6.95; off, \$6.30@6.90; reddish off, \$6.20@6.90; winter, \$6.85; summer, \$6.90; prime crude, S. E., \$5.60@5.73; prime crude, Valley, nom.; prime crude, Texas, nom.

Closing prices, Tuesday, August 25, 1914.—Spot, \$6.80@6.90; August, \$6.80@6.90; September, \$6.68@6.70; October, \$6.65@6.68; November, \$6.51@6.53; December, \$6.53@6.54; January, \$6.55@6.56; February, \$6.56@6.62; March, \$6.60@6.65. Futures closed at unchanged to 3 decline. Sales were: September, 1,900, \$6.71@6.67; October, 1,000, \$6.68@6.64; November, 700, \$6.51@6.50; December, 200, \$6.52; January, 1,800, \$6.58@6.55; March, 100, \$6.64. Total sales, 5,700 bbls. Good off, \$6.45@6.90; off, \$6.25@6.90; reddish off, \$6.10@6.85; winter, \$6.85; summer, \$6.80; prime crude, S. E., \$5.60@5.70; prime crude, Valley, nom.; prime crude, Texas, nom.

Closing prices, Wednesday, August 26, 1914.—Spot, \$7.20@7.50; August, \$7.05@7.20; September, \$6.83@6.86; October, \$6.78@6.85; November, \$6.57@6.60; December, \$6.59@6.61; January, \$6.61@6.63; February, \$6.60@6.67; March, \$6.67@6.70. Futures closed at 4 to 25 advance. Sales were: August, 1,400, \$7.20@6.88; September, 5,400, \$6.86@6.70; October, 300, \$6.80@6.75; November, 300, \$6.59@6.58; December, 1,900, \$6.60@6.58; January, 4,300, \$6.63@6.57. Total sales, 13,600 bbls. Good off, \$6.55@7.20; off, \$6.45@7.20; reddish off, \$6.50@7.20; winter, \$7; summer, \$7; prime crude, S. E., \$5.73 nom.; prime crude, Valley, nom.; prime crude, Texas, nom.

Closing prices, Thursday, August 27, 1914.—Spot, \$7.10@7.20; August, \$7.10@7.20; September, \$6.90@6.94; October, \$6.80@6.84; November, \$6.60@6.65; December, \$6.60@6.63; January, \$6.62@6.64; February, \$6.63@6.70; March, \$6.64@6.70. Futures closed at 1 to 7 advance. Sales were: August, 200, \$7.10; September, 4,600, \$7@6.88; October, 2,100, \$6.90@6.80; December, 1,400, \$6.68@6.66; January, 1,400, \$6.70@6.61; March, 100, \$6.71. Total sales, 9,800 bbls. Good off, \$6.50@7.10; off, \$6.60@7.10; reddish off, \$6.70@7.10; winter, \$7; summer, \$7; prime crude, S. E., \$5.73; prime crude, Valley, nom.; prime crude, Texas, nom.

## COTTONSEED OIL EXPORTS

Exports of cottonseed oil reported for the week ending August 27, 1914, and for the period since September 1, 1913, were as follows:

	Week ending Aug. 27, '14.	Since Sept. 1, '13.
<b>From New York—</b>	Bbls.	Bbls.
Adelaide, Australia .....	64	
Antilla, W. I. ....	149	
Antwerp, Belgium .....	646	
Bahia, Brazil .....	170	
Bahia Blanca, A. R. ....	811	
Barbados, W. I. ....	369	7,242
Barcelona, Spain .....	50	
Belize, Honduras .....	107	
Bergen, Norway .....	210	
Bocas del Toro .....	153	
Bordeaux, France .....	160	
Bristol, England .....	25	
Buenos Aires, A. R. ....	17,728	
Callao, Peru .....	24	30
Cape Town, Africa .....	3,092	
Cardenas, Cuba .....	5	
Cartagena, Colombia .....	8	
Ceara, Brazil .....	5	
Christiania, Norway .....	465	
Christiansand, Norway .....	105	
Colon, Panama .....	3,588	
Constantinople, Turkey .....	350	
Copenhagen, Denmark .....	5,705	
Cristobal, Panama .....	25	
Curacao, Leeward Islands ..	2	14
Demerara, British Guiana ..	1,459	
Fremantle, Australia .....	118	
Fiume, Austria .....	100	
Genoa, Italy .....	19,981	
Gibraltar, Spain .....	25	
Glasgow, Scotland .....	4,820	
Hamburg, Germany .....	10,935	
Hamilton, W. I. ....	100	
Havana, Cuba .....	62	2,364
Havre, France .....	8,615	
Hull, England .....	25	787
Iquique, Chile .....	616	
Kingston, W. I. ....	63	5,446
La Guaira, Venezuela .....	15	
Las Palmas, A. R. ....	40	
La Plata, A. R. ....	1,155	
Liverpool, England .....	1,350	24,283
London, England .....	18,314	
Macoris, S. D. ....	104	
Manchester, England .....	25	9,851
Maracaibo, Venezuela .....	2	
Marseilles, France .....	6,659	
Matanzas, Cuba .....	43	237
Melbourne, Australia .....	322	
Monte Cristi, S. D. ....	667	
Montevideo, Uruguay .....	9,739	
Naples, Italy .....	2,871	
Nuevitas, Cuba .....	215	
Para, Brazil .....	866	
Pernambuco, Brazil .....	269	
Piraeus, Greece .....	3,332	
Ponce, P. R. ....	35	
Port Antonio, W. I. ....	30	599
Port au Prince, W. I. ....	10	117
Port Barrios, C. A. ....	39	
Port Limon, C. R. ....	8	421
Port Maria, W. I. ....	17	
Porto Cortez, Honduras .....	4	
Progreso, Mexico .....	652	
Puerto Plata, S. D. ....	23	
Punta Arenas, Chile .....	2,422	
Rio Janeiro, Brazil .....	5,223	
Rotterdam, Holland .....	13,968	
St. Johns, N. F. ....	—	80
St. Johns, W. I. ....	—	50
Sanchez, S. D. ....	—	1,005
San Domingo, S. D. ....	—	202
San Juan, P. R. ....	3	1,903
Santiago, Cuba .....	116	1,541
Santa Marta, Colombia .....	—	35
Santos, Brazil .....	—	3,293
Singapore, Straits Settlements ..	—	2
Southampton, England .....	—	200
Sydney, Australia .....	—	735
Trieste, Austria .....	—	18,878
Trinidad, W. I. ....	—	641
Turks Island, W. I. ....	—	16
Valparaiso, Chile .....	—	4,743
Venice, Italy .....	—	8,364
Vera Cruz, Mexico .....	—	186
<b>Total .....</b>	<b>2,130</b>	<b>243,290</b>
<b>From New Orleans—</b>		
Antwerp, Belgium .....	—	6,435
Bocas del Toro .....	—	53
Bremen, Germany .....	—	1,015
Buenos Aires, A. R. ....	—	500
Christiania, Norway .....	—	10,665
Copenhagen, Denmark .....	—	225
Frontera, Mexico .....	—	20
Genoa, Italy .....	—	802
Glasgow, Scotland .....	—	125
Gothenberg, Sweden .....	—	2,000
Hamburg, Germany .....	—	5,908
Havana, Cuba .....	100	4,400
Kingston, W. I. ....	—	60
Liverpool, England .....	—	650
London, England .....	—	350
Manchester, England .....	—	7,100
Port Barrios, C. A. ....	—	4
Progreso, Mexico .....	170	2,057
Puerto Mexico, Mexico .....	—	1,363
Rotterdam, Holland .....	—	15,633
San Juan, P. R. ....	—	450
Tampico, Mexico .....	—	903
Vera Cruz, Mexico .....	—	2,397
<b>Total .....</b>	<b>270</b>	<b>63,157</b>
<b>From Galveston—</b>		
Antwerp, Belgium .....	—	200
Bremen, Germany .....	—	100
Havana, Cuba .....	—	611
Progreso, Mexico .....	—	200
Rotterdam, Holland .....	—	100
Tampico, Mexico .....	—	260
Vera Cruz, Mexico .....	—	100
<b>Total .....</b>	<b>—</b>	<b>1,571</b>
<b>From Baltimore—</b>		
Glasgow, Scotland .....	—	75
Havre, France .....	—	3,425
Liverpool, England .....	—	150
Rotterdam, Holland .....	—	50
<b>Total .....</b>	<b>—</b>	<b>3,700</b>
<b>From Philadelphia—</b>		
Christiania, Norway .....	—	104
Genoa, Italy .....	—	806
<b>Total .....</b>	<b>—</b>	<b>910</b>
<b>From Savannah—</b>		
Bergen, Norway .....	—	696
Christiania, Norway .....	—	1,215
Christiansand, Norway .....	—	183
Christiansund, Norway .....	—	122
Gothenberg, Sweden .....	—	333
Hamburg, Germany .....	—	3,654
Liverpool, England .....	—	729

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**Jersey Butter Oil**  
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Venus, Prime Summer White

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Will be pleased to quote prices on all grades of Refined Cotton Seed in barrels or loose in buyers or sellers tank cars, f. o. b. refinery or delivered anywhere in this country or Europe.

London, England .....	—	2,226
Manchester, England .....	—	606
Rotterdam, Holland .....	—	33,587
Stavanger, Norway .....	—	273
Tonsberg, Norway .....	—	244
Tromsø, Norway .....	—	135
<b>Total .....</b>	<b>—</b>	<b>43,999</b>
From Newport News—		
Christiania, Norway .....	—	100
Liverpool, England .....	—	125
London, England .....	—	136
<b>Total .....</b>	<b>—</b>	<b>361</b>
From Norfolk—		
Glasgow, Scotland .....	—	1,985
Hamburg, Germany .....	—	1,065
Liverpool, England .....	—	11,405
London, England .....	—	1,276
Rotterdam, Holland .....	—	3,086
<b>Total .....</b>	<b>—</b>	<b>18,817</b>
From San Francisco—		
Guatemala .....	—	3
Honduras .....	—	1
Hong Kong, China .....	—	2
Mexico .....	—	1
Nicaragua .....	—	1
Yokohama, Japan .....	—	21
<b>Total .....</b>	<b>—</b>	<b>29</b>
From Mobile—		
Buenos Aires, A. R. ....	—	2,238
<b>Total .....</b>	<b>—</b>	<b>2,238</b>
From all other ports—		
Canada .....	—	55,130
Mexico (including overland) ..	—	2,394
<b>Total .....</b>	<b>—</b>	<b>57,524</b>
Week ending Aug. 27, 1914.		
Since Sept. 1, 1912.		
Same period		
Recapitulation—	Bbls.	Bbls.
From New York .....	2,130	243,299
From New Orleans .....	270	63,157
From Galveston .....	—	1,571
From Baltimore .....	—	3,700
From Philadelphia .....	—	910
From Savannah .....	—	43,999
From Newport News .....	—	361
From Norfolk .....	—	18,817
From San Francisco .....	—	29
From Boston .....	—	4
From Mobile .....	—	2,238
From all other ports .....	—	57,524
<b>Total .....</b>	<b>2,400</b>	<b>435,609</b>

**KEEP IT ON FILE.**

Is there something you want to know badly, that you remember reading in The National Provisioner, but you can't recall the date? Get a binder and keep your copies of the paper, and then you'll have it handy and won't have to waste time writing for it. Our new binder costs but \$1. Ask us about it.

**COTTONSEED PRODUCTS IN NORTHERN EUROPE****Possibilities of Increasing Our Trade in Those Countries**

By Erwin W. Thompson, Commercial Agent U. S. Bureau of Foreign and Domestic Commerce

[EDITOR'S NOTE.—This is the ninth installment of a report by Commercial Agent Erwin W. Thompson to the Bureau of Foreign & Domestic Commerce on the trade conditions affecting cottonseed products and their competitors in Northern Europe. Mr. Thompson, who is a recognized trade authority, both technically and commercially, has just returned from a year's study of European trade conditions. His report will be of almost as much interest to meat producers and the meat trade as to the cottonseed products industry.]

**Prevalent Methods of Feeding.**

Most of the best dairy business in Germany is done by farmers who have grouped themselves into associations of various kinds and names for the purpose of availing themselves in a co-operative way of the services of a competent veterinarian, a feed instructor and a testing laboratory for milk and feeds. There are several associations of this kind, and the number is constantly increasing. It is a power that must be reckoned with in all questions of feeding.

Under the present methods of integration and tabulation of digestibility, assimilability, etc., it is easy for the feeder to compound with some certainty the ration required for any given purpose, using therefor those commercial feeds that may seem to be the most available at the time. Generally a large mixing of concentrates is made up of several different oil meals, brewers' grains, brans, etc., according to the individual tastes or fancy, but containing in the end certain known feeding elements.

The following table shows a number of these mixtures, with their elements worked out; these are now actually in use by the members of a very prosperous association in Saxony. One cow in one of these herds produced in one year 17,600 pounds of milk, containing 3.3 per cent. fat. One of the

dairies made an average for a year of 12,000 pounds for each of the 36 cows. It will be seen that the opportunity for exercising individual judgment in making the mixtures is practically infinite. While this latitude would seem to produce haphazard results, yet the final feed given to the cow is perfectly definite.

Mixtures.	Total weight.	Digestible albuminoids.	Starch equivalent.
No. 1:	Lbs.	Lbs.	Lbs.
Rye bran .....	33	3.6	15.5
Palm-kernel meal..	17	2.2	11.9
Peanut meal .....	16	6.2	12.1
Cottonseed meal...	17	6.5	12.5
Brewers' grains...	17	3.1	9.3
<b>Total .....</b>	<b>100</b>	<b>21.6</b>	<b>61.3</b>
No. 2:	Lbs.	Lbs.	Lbs.
Peanut meal .....	11	4.3	8.3
Cottonseed meal...	11	4.2	8.1
Palm-kernel meal..	14	1.8	9.8
Copra meal .....	11	1.8	8.4
Beet chips .....	18	.1	9.3
Wheat bran .....	18	2.0	8.7
Brewers' grains and molasses mixture .....	17	1.2	10.4
<b>Total .....</b>	<b>100</b>	<b>15.4</b>	<b>63.0</b>
No. 3:	Lbs.	Lbs.	Lbs.
Wheat bran .....	32	3.6	15.4
Brewers' grains...	32	5.8	17.4
Palm-kernel meal..	16	2.1	11.2
Cottonseed meal...	20	7.6	14.7
<b>Total .....</b>	<b>100</b>	<b>19.1</b>	<b>58.7</b>
No. 4:	Lbs.	Lbs.	Lbs.
Peanut meal .....	15	5.8	11.4
Brewers' grains...	15	2.7	8.2
Cottonseed meal...	15	5.7	11.0
Wheat bran .....	15	1.7	7.2
Palm-kernel meal..	40	12.2	27.2
<b>Total .....</b>	<b>100</b>	<b>28.1</b>	<b>65.0</b>

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CINCINNATI, OHIO, U. S. A.

No. 5:			
Wheat bran .....	33	3.7	15.9
Copra meal .....	33	5.4	25.2
Soya meal .....	34	13.1	25.0
Total .....	100	22.2	66.1

The table that follows shows the requisite amount of each feeding element for each class of animal, depending on whether it be for fattening or for milk production.

Class.	Total dry matter. Pounds.	Starch equiva- lent of dry matter. Pounds.		Digesti- ble albu- minoids. Pounds.
		Pounds.	Pounds.	
No. 1, maintenance .....	18.00	6.00	0.70	
No. 2, yielding 11 lbs. milk .....	22.50	7.40	1.07	
No. 3, yielding 22 lbs. milk .....	25.00	9.70	1.07	
No. 4, yielding 33 lbs. milk .....	27.50	12.10	2.27	
No. 5, yielding 44 lbs. milk .....	28.50	14.60	2.92	
No. 6, fattening .....	28.00	13.50	1.60	

The theory is that for each pound of milk taken from the cow, there must be a return to her from day to day of the elements comprising that milk, and that for the best results the weight of the cow should neither permanently increase nor diminish.

#### How the Feeding Is Done.

In practice the cows are separated into as many feeding classes as desired—four or more. An amount of concentrate correct for the lowest class is weighed out, and then supplements added according to the calculation for each higher class. Then the rations are balanced by the addition of such forage as may be proper and convenient. The ration comprises 3 to 10 pounds of one of these concentrate mixtures. If there is a tendency of any individual cow to give more or less milk than her class, she is reclassified from time to time. A standard record book is kept, showing the performance of each cow each day, and a summary is made at the end of each month and at the end of the year. (Sample copies of these forms in German are on file with the Bureau of Foreign and Domestic Commerce and will be loaned on application.)

This record shows: (1) The performance of the cow as to amount of milk produced from a given amount of feeding elements, without regard to the cost of the elements, thus differentiating her individual merit from an accidental market condition; (2) the combination of this performance with the judgment of the feeder in buying the special feeds which most cheaply furnish these elements. One of these record books showed a variation in final cost of the milk between 0.54 cent per pound (1.08 cents per quart) for the best cow, 2.7 cents per pound (5.4 cents per quart) for the poorest. This milk was sold at 4.76 cents per quart at the dairy, so that there was an actual loss in keeping the poorest cow, and a handsome profit on the best. The average of the herd was profitable as it was, but with the aid of the individual record this average may be continually elevated.

Once a year or oftener the cows at the bottom of the list—those giving below 5 or 6 quarts a day—are fattened and sold for beef, and the calves from those at the head of the list are kept for breeding. In the course of a year thousands of the less valuable milk cows are slaughtered for beef, and so under this system it is desirable to breed a race of combination cattle, valuable both for milk and for beef. As a result, all of the best milch cows in Germany are of large types, such as Oldenburg and Frisian. Some of them weigh as much as 2,000 pounds, and 1,400 pounds is most common. These cattle produce milk with 2.8 to 3.5 per cent. fat. The legal standard for milk is generally 2.8 per cent. Jerseys and other small breeds producing richer milk are practically unknown in Germany.

Most of the association cows are kept in the stable winter and summer, night and day. In the summer, when there is fresh forage available it is cut and brought to the stable. Under these highly intensive schemes, where the cow is treated like a factory to be supplied with certain raw materials to turn out certain goods, with the least expense, care

is taken to minimize the extraneous work incident to walking about and searching for food.

Under all these highly artificial conditions it is only natural that cattle should tend to develop diseases of various kinds, and so the veterinarian is quite as necessary as the family doctor, and they have acquired wonderful skill in keeping the herds in good general health. One of the difficulties encountered is the proper ventilation of the more modern stables, which are frequently built completely of concrete. Formerly the wooden stable, while less sanitary and much less desirable in many ways, had the merit of admitting some air through various cracks and in such a way as not to produce drafts, and the thatched roof permitted the exit of foul air. Some of the modern stables are provided with small and scattered ventilating openings, which in very cold weather may be opened and shut at stated intervals. Some are even provided with mechanical air-heating and ventilating apparatus, on the theory that, aside from determinate ventilation, it is cheaper to maintain the proper temperature by burning coal in a furnace than by the consumption of extra feed by the cow.

#### Adulteration of Feedstuffs.

There are no specified laws in Germany against the adulteration of feedstuffs, and no legal definitions as to what, for example, shall be called cottonseed meal. This matter is controlled by the general law against fraud, and fraud is not presumed against a

feed unless it has a different analysis from any guaranty that may have been given with the feed, or unless it is, in the ordinary interpretation of language, a different substance from that claimed.

In some States of the United States cottonseed meal may not legally be so called unless it contains as much nitrogen as is equivalent to 7½ per cent. ammonia. In Germany cottonseed meal may not legally be so called if made, for example, from peanuts; but there is no restriction as to its analysis other than that voluntarily imposed by the seller in his guaranty. He is not required to make any guaranty, but having made it, he must live up to it. Failing in this, he is fined, but there is no published list of such dealers or manufacturers as in some cases in the United States.

Records of the various testing laboratories show that under these laws a vast amount of feed adulteration is continually practiced in Germany. Reports from the Mückern experiment station show that in 1912, out of 1,560 samples of oil meals examined, 21 per cent. were adulterated or spoiled. Out of 153 samples of peanut meal, 31 per cent. were adulterated with peanut hulls, castor beans and sand; one sample contained 20 per cent. sand. Out of 163 samples of linseed meal, 40 per cent. were adulterated with weed seed, hempseed meal, sunflower-seed meal, wheat bran, rice bran and peanut hulls; one sample contained 14.2 per cent. sand. Rye bran, barley bran and rice bran showed adulteration of 70

(Continued on page 34.)

## EFFICIENCY IN THE COTTONSEED OIL MILL

### How Seed Buying Methods Can Be Improved

By F. B. Porter, B. S., Ch. E., President Fort Worth Laboratories.

**EDITOR'S NOTE.**—This is the second in a series of articles, written for The National Provisioner by a chemist and oil mill efficiency expert, which should be of the greatest interest and value to the oil mill trade.

The financial success of a business depends upon efficient buying, operating and selling. A weakness in one department, like a weak link in a chain, will be detrimental to the business as a whole. The success or failure of an enterprise often depends upon the buying of the raw material. The right products cannot be manufactured efficiently and sold at a profit if the raw material, to start with, is unknown as to quality. The raw material for a large number of industries—metallurgical, sugar, soap, etc., for example—are bought on analysis.

The buying of cottonseed is at present, to a great extent, a matter of individual judgment. The result is that the mills operate in a rather haphazard fashion as regards the buying of seed. This condition of affairs shows up to the greatest extent in the operating end, where the invisible loss and production of cake and oil are affected.

This can best be shown by an example. Assuming that one season a production of 35 gallons of oil was obtained and that another season the production was 37 gallons. Off hand, most oil mill men would say that the 37 gallons production season was the most efficient. However, assuming analysis to show that the seed from the 35 gallons production season contained 43 gallons of oil, and that from the 37 gallons season contained 46 gallons of oil, it is easy to see that the off-hand statement was wrong.

The other ingredient in cottonseed in which the mills are interested is the ammonia. This is also subject to variations. It is possible to produce approximately 110 pounds more cake from a ton of seed running 4.5 per cent. ammonia, than from seed requiring

4 per cent. ammonia. This difference is worth about \$1.35 per ton of seed.

#### Seed Should Be Analyzed and Graded.

As we stated before, the buying of seed is in rather a disorganized state. Due to this, seed cannot be bought on analysis like the beets in the sugar industry. However, under present conditions, analysis of seed can be of considerable help in buying.

In the first place the oil and ammonia content of seed vary from year to year in the same locality. By comparing a new season's seed analysis with the analyses and production of past seasons, a close approximation of the output of products for the new season can be calculated. The oil and ammonia content of seed also vary in different localities during the same season. A knowledge of the oil and ammonia content from the different localities from which a mill draws its supply of seed will enable it to push the buying of seed more vigorously in those localities, having seed showing the best analysis, and thus increase the average oil and ammonia in their seed.

In a recent article we showed that the cottonseed oil industry had entered the last stage in its evolution towards highest efficiency. We stated that one of the accompanying conditions of this last stage was the high price of raw material. This past season shows the effect of buying high priced seed regardless of value from a milling standpoint.

A great many mills would have done better not to have run. The mills that will start this coming season and continue to have analyses made of their seed, and file these figures away with the figures showing a total production, will be in a position to buy seed to advantage, when the full effects are felt of this last stage in the efficiency growth of the cottonseed oil industry.

# HIDES AND SKINS

(DAILY HIDE AND LEATHER MARKET)

## Chicago.

**PACKER HIDES.**—There are some reports without detail of native steers selling ahead into October salting at 21c., but otherwise no business is reported and the week thus far has been more quiet than for any previous week's interval in a long while. The packers are claiming that there is a better inquiry for all selections of branded, and what few are unsold are firmly held at recent full outside asking figures. On the whole there is very little inquiry and while the undertone keeps very strong the impression is gaining ground among brokers and buyers that prices have about reached top. Several of the packers are beginning to show accumulations on light native cows, but hold all selections firm. While top prices are demanded by some packers for late salting branded and ahead, buyers claim some packers will sell late September and October salting at  $\frac{1}{2}$ c. less than is talked in some quarters. Native steers are held at 21c., and there are some reports without detail of trading in late salting and October ahead at the full price of 21c. One of the packers lately claimed he could have sold May-June extreme light native steers at 19 $\frac{1}{2}$ c., but is holding out for 20c., but some of the brokers seem to think they can purchase at 19 $\frac{1}{2}$ c. from some of the packers, and it may be that the prospective buyer secured what he wanted at 19 $\frac{1}{2}$ c. Texas steers are held 20@20 $\frac{1}{2}$ c. for heavies, with certain packers holding August-September at the outside price, lights at 20c. and extremes at 19 $\frac{1}{2}$ c. Last business in late August and early September lights was at 19 $\frac{1}{2}$ c., with extremes quotable around 19@19 $\frac{1}{4}$ c. Butt brands are strongly held along with other kinds of branded for which an improved inquiry is claimed, and are held up to 20c., although last confirmed business was at 19 $\frac{1}{4}$ c. However, during the interval August Colorados brought as high as 19 $\frac{1}{2}$ c. Colorados are held up to 19 $\frac{1}{2}$ c. for August-September, with last sales of August salting at 19 $\frac{1}{2}$ c. Although most of the packers are asking these extreme outside figures for late salting branded and ahead of all kinds, buyers say certain other packers will accept  $\frac{1}{2}$ c. less. Branded cows are held at 19c. for August-September in certain quarters, but these have been the really neglected end of the market, and thus far packers have been unable to sell at 18 $\frac{3}{4}$ c. Native bulls are unchanged from 15 $\frac{1}{2}$ @17c., as to salting. Branded bulls, 12 $\frac{1}{2}$ @16c. Native cows are slow. August lights are neglected at 20c. asked, with the slaughter showing some increase. Heavy cows are generally not held over 19 $\frac{1}{2}$ c.

Later.—Sales alluded to above of native steers at 21c. are understood to be 2,000 July-August by one packer and about 4,000 October ahead by another packer. Some of the tanners say sales of October native hides ahead at present prices show packers are taking no chances on the future. There are also reports that September light native cows sold at 20c. A report of 600 June-July native bulls at 16c. sold is believed to have been mixed with the sale in New York by a New York city packer at that price, as the Chi-

cago packers are all holding June forward native bulls at 17c.

**COUNTRY HIDES.**—Light stocks at outside points naturally make Chicago dealers firm for what hides they now have on hand. The market is admittedly strong, although the largest tanners keep very conservative to date. There is considerable talk of strictly short-haired buffs bringing 17 $\frac{1}{2}$ c., but it cannot be confirmed that more than a single car brought as high as that figure, which, however, represents an advance. Most of the dealers are trying to include 10 per cent. long-haired in buffs and 35 per cent. long-haired in extremes at 17 $\frac{1}{2}$ c. and 18 $\frac{1}{2}$ c., respectively, but the tanners want to be sure of securing present advances asked for leather before purchasing many hides. Buffs are held at 17 $\frac{1}{2}$ c., with considerable talk of sales of strictly short-haired on this basis, and only one car reported actually sold at as high as that figure and tanners generally holding out. The market ranges 17@17 $\frac{1}{2}$ c., as to lots, with some of the largest tanners out as they claim they can purchase at outside points on a much more attractive basis. Heavy cows, 16 $\frac{3}{4}$ @17c. for late receipt short-haired. Long-haired last quoted down to 16c. Extremes are hardly quotable under 18 $\frac{1}{2}$ c. for good late receipt lots, with more asked and supplies and offerings light. Other lots range down to 17 $\frac{1}{2}$ c., as to hair, etc. Heavy steers are nominal all the way from 16@17c., as to hair, etc. Bulls, 13 $\frac{1}{2}$ @14 $\frac{1}{4}$ c. asked.

Later.—Large tanners say, rumors to the contrary, that they intend keeping out.

**CALFSKINS.**—No change. The situation is strong, but some of the asking prices are so extremely high that buyers balk. Two of the packers claim to have refused 26c. for their skins, and confidently expect to get more. Some packers say they are short and will await collections before offering, believing they will be able to sell later without trouble at as high as 30c. The inquiry is good with Chicago cities quoted nominally at 24@25c., mixed Chicago cities and outside cities 22 $\frac{1}{2}$ @23 $\frac{1}{2}$ c. asked, outside cities 23@24c., and countries around 21c. Some small peddling lots at outside Western points have been picked up as low as 20c. for ordinary countries, with kips around 18 $\frac{1}{2}$ c. in connection with all weight cow hide at 17c., these prices selected Chicago freight. City and packer kip held 21c., countries 18 $\frac{1}{2}$ @19 $\frac{1}{2}$ c.

**SHEEPSKINS.**—There is continued strength. Late takeoff packer lambs are quoted \$1.07 $\frac{1}{2}$ @1.10 asked, with shearlings last sold up to \$1.05, as previously noted, with earlier takeoff ranging down to around 95c. Outside city packer lambs are ranged 75c.@\$1. shearlings 65@85c., and countries: lambs 65@85c. and shearlings 45@70c.

## New York.

**DRY HIDES.**—Continued disinterestedness is displayed by tanners with no inquiries or bids. Considering the fact that there has been but one sale of common hides since the first of the month the supplies on hand are really moderate, although, of course, larger than for many weeks heretofore. Although the German boats to South American ports have been taken off the arrivals keep small. The S. S. "Tagus" brought but 2,500 Bogotas, etc., and much more than this quantity was expected with Europe no longer a market for these. There were no additional receipts reported.

**WET SALTED HIDES.**—Buyers of all kinds are bearing the situation as much as possible, but certain holders have confidence in the future and are disposed to hold their hides. Last sales for arrival of light weight 35@40-lb. Havanas were at 16 $\frac{1}{2}$ c. weighed and tared here, and sellers say they can realize the same figure today for more if they had them to offer, and this is in the face

of some very bearish talk by buyers for these. Some sources say that Mexicans noted sold yesterday at 14c. were Tabasco hides, which usually do not bring as much as Very Cruz or Tampico coasts. There are no advices concerning the market below on wet salted Brazils. Of course the European market is closed for these and no shipments are going abroad now to Germany direct from Brazil. Negotiations are reported pending on a lot of 11,000 odd Rio Janeiro hides that arrived last week.

**CITY PACKER HIDES.**—There is no snap to the market and the inquiry is slack for the moment for most kinds. Some inquiry exists for spready steers, and one of the local packers claims to have declined a bid of 21c. for June-July-August takeoff. No sales of regular native or branded steers have been reported thus far this week.

Later.—There is further activity. Two of the packers have each cleared out their August native steers, selling about two cars each. One packer secured 20 $\frac{1}{2}$ c. and the other has claimed securing up to 20 $\frac{3}{4}$ c., but this is not fully confirmed and one bid for these was not over 20 $\frac{1}{2}$ c. There are reports of a third packer selling native steers, but this slaughterer previously sold his August-September, though possibly may have sold October ahead. Two packers have each made further sales of June forward spready native steers at 21c., understood each packer selling about a car a month to the end of the year.

**COUNTRY HIDES.**—Buyers continue to hold out and actual business is slow. Holders are strong, having few hides, but the buyers say dealers are not making sales at prices asked. Only small purchases are made and the largest tanners are holding off from buying any lots of account. One offering is noted of a car of all weight Pennsylvania cows at 16 $\frac{1}{2}$ c. flat. The larger Pennsylvania dealers are closely sold up on buffs, and to sell ahead will not quote under 17 $\frac{1}{2}$ c. selected. Some are even asking as high as this figure flat, but the percentage of seconds would be very small and the hides would all run strictly prime and short haired. No change can be noted in New York State hides. Small peddling lots continue to be picked up at 15 $\frac{1}{2}$ @15 $\frac{3}{4}$ c. flat, with straight carloads ranged 16@16 $\frac{1}{2}$ c. flat, as to dealer, section, quality, kill, etc.

**CALFSKINS.**—All holders continue exceptionally strong in their views, but tanners as a rule are slow to take hold at extreme asking figures. The receipts of all kinds, however, are light and in the meantime the dealers are not accumulating anything of account and naturally feel stiff with foreign supplies cut off. Some of the larger tanners take the stand that present conditions are so uncertain that they will wait before operating, preferring to watch the outcome even if they have to meet the high asking rates later on. The market on New York City skins is entirely nominal. Last confirmed sales were at \$1.80, \$2.35 and \$2.67 $\frac{1}{2}$ , with asking rates to sell ahead anywhere from 25@35c. apiece higher and no sales reported recently on which to base quotations. There are some offerings of small lots of western Pennsylvania untrimmed skins at 20c. for countries and larger lots held up to 21c. per pound.

**HORSE HIDES.**—An exceptionally strong market continues for whole hides, and a Pennsylvania dealer sold 1,000 outside cities at \$6 flat without manes and tails.

## Boston.

Tanners do not show a disposition to follow the market further. Western buffs are considered unchanged at 17 $\frac{1}{2}$ c. asked, and extremes 18 $\frac{1}{2}$ @19c. asked from good points. Southern continue to range 16@17c. flat asked for all weights, as to points, quality, holders' views, etc.



# Chicago Section

Mexico seems to have been entirely lost in the shuffle.

"In times of peace prepare for war." They did, and got it.

The devil is now dealing the cards, in Europe—and stacking 'em!

And the barbarian looks on and says "So this is civilization!"

We would be extremely loath to swap our Prexy for a War Lord—wot?

There is ample room for all the patriotism you can display or use right here at home.

So far France has made the best bid for him by mustering a "rough rider" regiment.

"Peace on earth, good will towards men" doesn't dovetail just now to any alarming extent.

The candidates are busy reminding us there is an election September 9, but they alone seem to be interested.

Carter Harrison III. done signed up with the benedicts. Now the question arises, when is he due to run for mayor?

Ira Nelson Morris, the only surviving son of the late Nelson Morris, is now in Stockholm, Sweden, as American Minister.

The masses engaged in the war are not to be censured. Blame the individuals who promoted it. They'll have something to answer for before their Maker, too!

"Watchful waiting" is much more comfortable than getting in the way of bullets, cannon balls and bombshells, even if not quite as spectacular.

One big source of revenue these warring countries have cut off from themselves for some time to come—perhaps—is the American tourists' contribution.

American tourists hereafter will take their European trips within Uncle Sam's barbed wire fence, no doubt. Anyhow, those who happened to be in Yurup when this war broke loose will!

Swift & Company's sales of fresh beef in Chicago for the week ending Saturday, August 22, 1914, averaged 12.81 cents per pound for domestic beef. No imported beef was sold.

Written on a cellar door in chalk:  
"Up above is the spirit divine,  
Down below is the spirit of wine;  
Up above is the spirit of love,  
Down below is the spirit of woe."

The war will not last long if an additional "grub stake" is not forthcoming. Besides, the first thing you know they'll run out of lead and maybe powder; then there'll be nothing left but the newspapers to continue it in!

No! No! Those fellows you see around the Board of Trade waving their arms and measuring off distances in the atmosphere with their hands ain't talking Yiddish or about

the war at all. They're telling about the fish they caught—nearly.

Strange how, prior to the outbreak of the present war, many of our citizens proudly declared we could get along splendidly without the rest of the world, and now they wail: "The war has completely ruined our business!"

Mister Bridges, the English poet lariat, has not turned on his broadsides yet. When he does, then stand from under, for it will be weighty. Something like this: "Carnage rioteth aslew, acrost this dreary wurld," etc.

For a year prior to the outbreak of the war the stock joke with some of our papers was "Threatened invasion of England by Germany has John Bull scared to death." Now the same papers are howling bloody murder because of England's attitude toward Germany.

There are a few—very few, however—blatant bugs who insist we must go to war with Japan and possibly with England. In spite of our President's earnest plea to observe strict neutrality our papers keep on publishing letters from American (?) citizens to the above effect.

The shortage of livestock is just as short if not shorter, and prices therefor correspondingly higher. "Wat's the use," says the farmer, "of raising 200 critters when I can get just as much for 100, and save all that extra labor, risk, feed and freight?" And there you are!

Provision business on the Board of Trade is devoid of excitement; in fact, is termed tame. The markets are rather irregular and unsettled as a matter of course, making guessing rather a tough proposition. The selling side of the provision market has been led by the packers, mostly.

Livestock raisers are being advised to market their holdings "judiciously." Should the packer attempt to market his product "judiciously" he would be subjected to an investigation by the government. The farmer's is the life—go as far as they like, they have the vote. And after all, office before justice, every time.

It would seem about time for some Senator or Representative or anything to arise and demand that the packers be searched for—well, any old thing. When some Squeedunk guy has nothing to say and doesn't know how to say it, he usually gets up and froths at the entrance to his gizzard about the packer—about whose business he knows less than nothing.

## COTTONSEED PRODUCTS IN EUROPE.

(Continued from page 32.)

per cent. of 1,390 samples. Only one adulterated sample of cottonseed meal was found.

Other experiment stations in middle Germany make similar reports. One of them reports 48 per cent. of the linseed meal as adulterated. One reports 709 samples of rye bran adulterated out of 861 samples examined. Most of them condemn commercial molasses feeds in general, on account of the facility with which worthless materials, like peanut hulls, turf and sawdust, may be incorporated. The Pommeritz station goes so far as to say that no farmer should buy any kind of mixed feed.

In an effort to protect the farmer against feed adulteration, the Landeskulturrat at Dresden, which is a sort of agricultural department of the Kingdom of Saxony, has arranged a system of voluntary feed inspection and control under which any feed dealer who desires may sign an agreement binding himself as follows: (1) To submit to the department samples of all feeds handled; (2) to guarantee all his feeds true to name and analysis; (3) to brand each sack with name of dealer; with the minimum per cent. of protein and fat; with the statement that the meal was obtained by the extraction process if such is the case; with a statement in red letters that the dealer is under contract with the department, and that the purchaser may have his own analysis made free at an experiment station.

The dealer pays for this privilege of registration a fixed sum per annum or, at his option, pays the costs of all analyses that are made of his goods, on request of purchaser or otherwise. Either the dealer or the department may cancel the agreement at the middle or end of any year after giving due notice. Such cancellation is duly published in the official organ. The object a dealer would have in signing the agreement, of course, is to use this as selling argument with the customer, giving him this assurance that all goods bearing this brand are government inspected.

Some few dealers have their independent brands and guaranties and use lead seals on the sacks. Thus they are bound, and the customer is protected by the general law against fraud. Cotton seed has been singularly free from adulteration, mostly because it comes from local mills of reputation, with their guaranty, or in original sacks from the foreign country and guaranteed by a responsible importer. Much of the other oil meal is ground from cakes that are imported loose.

Sometimes the cakes arrive in an adulterated condition and sometimes they are adulterated when being ground in small and irresponsible mills. Although cottonseed meal has so far escaped this treatment, it would seem the safer policy for millers in the United States to favor the export of meal in branded sacks rather than cakes, to prevent the possible grinding and adulterating of such cakes and the sale of as American meal.

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### Methods of Purchase and Sale.

Most of the commercial cattle feeds in Germany are bought and sold as in other countries; that is, through retailer, jobber and commission merchant. The feeder creates the demand, according to the exigencies of his own farm supply of hay, oats, barley, beets, turnips, potatoes and weather-damaged rye and wheat. If crops are abundant, he tends to feed more of the home produce and buys less concentrate. If harvest weather be bad, there is more damaged grain available for feeding. If, on the contrary, crops are very poor, he has less purchasing power. An average medium harvest leads to the largest purchase of foreign material.

In purchasing supplies, the feeder, even if not a member of any co-operative association, is nevertheless influenced by them as to whether he demands more cottonseed meal or more of some other oil meal. Thus it may be said that in the final analysis the German Agricultural Society and its numerous and growing branches and derivatives control the destiny of cottonseed meal in Germany. These societies have many co-operative purchasing offices, which keep retail stores in all the important towns in the cattle-raising sections. They keep stocks of all kinds, usually obtained from the wholesale branch of the same variety. This wholesale branch buys foreign oil meals in various ways, mostly from importers or commission merchants in Hamburg and Bremen, but sometimes directly from the foreign country.

Most of these agencies have the ambition to purchase direct, feeling that they might thus save some intermediate profit, especially as they consider that the importing firms are in a combination to keep up the selling prices, and further that there is an agreement among the largest exporters in the United States not to sell to anyone in Germany except through the members of the Cottonseed Meal Importers' Association.

As a matter of fact, the great majority of manufacturers and dealers in the United States have not given great attention to

exporting cottonseed meal and cake, feeling that it is a difficult and complicated subject, and so the export business is being conducted by a comparatively small number.

Just what may be the ultimate result of this desire on the part of the agricultural society and others for a more broadened scope for direct importation it is difficult to say. The technicalities of importing and financing must of necessity be attended to by some competent person on both sides, and the question is whether the present confessedly competent organizations for this work are also the most profitable to the ultimate consumer or whether there is some more direct and less expensive way of accomplishing the result.

The American producer of cottonseed meal is interested in this, as it involves the question as to whether the ultimate consumer is getting the meal at a price that is as near as may be to the price actually received by the mill, and further, whether the consumer and his home retailer always get cottonseed meal from the importer when they order it, or whether, by reason of some presumably greater profit for the importer, the dealer might not be induced to accept some other oil meal in its stead.

This question deserves careful and deliberate study, especially that branch of it relating to making it easy for the feeder to obtain his cottonseed meal. Complaint has been heard in some quarters that cottonseed meal is often hard to get, whereas palm-kernel meal and most other concentrates are always kept in stock. Feeders and retailers finding any difficulty in obtaining cottonseed meal without argument will naturally drift away from it toward the most convenient

substitute, always encouraged by the knowledge that with the aid of the feeding tables exactly the same final results may be accomplished.

All of the commission men, importers and wholesale dealers at the ports who handle cottonseed meal also handle other oil meals and feeds, and naturally they will exploit the product that will yield them the greatest profit. If in some way it were possible by co-operative effort in the United States to arrange with some one concern at a German port to handle no other oil meal than American cottonseed meal, it would do much toward extending the trade. Of course, any move toward concentrating the business in the hands of any one concern would meet with opposition from the others and could, if not correctly arranged, result in more harm than good.

Most contracts for the wholesale purchase and sale of oil meals are made on standard forms agreed upon by the importers' association at Hamburg and provide for Hamburg arbitration. There are four contract forms: No. 1, for local sales in Hamburg; No. 2, for sales to the interior; No. 3, for foreign purchases when bought on shippers' weights, with guaranty of outturn within a half of 1 per cent.; No. 4, for foreign purchases when bought on delivered weight. Contracts 1 and 2 are printed only in German, as they relate only to domestic trade. Contracts 3 and 4 are printed in both German and English. Contract 3 is the one used in dealing with the United States. (Copies are on file at the Bureau of Foreign and Domestic Commerce, Washington, and will be loaned to interested persons.)

(To be continued.)

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## CHICAGO LIVE STOCK

## RECEIPTS.

	Cattle, Calves.	Hogs.	Sheep.
Monday, Aug. 17.....	21,203	1,778	29,228
Tuesday, Aug. 18.....	5,485	2,233	11,991
Wednesday, Aug. 19.....	18,880	2,467	13,080
Thursday, Aug. 20.....	4,797	1,023	11,517
Friday, Aug. 21.....	1,342	176	16,290
Saturday, Aug. 22.....	502	59	9,753
Total last week.....	52,209	7,736	91,801
Previous week.....	38,433	6,143	106,907
Cor. time, 1913.....	47,378	4,403	105,519
Cor. time, 1912.....	46,141	6,134	98,661

## SHIPMENTS.

	Cattle.	Hogs.	Sheep.
Monday, Aug. 17.....	4,768	31	2,340
Tuesday, Aug. 18.....	1,752	157	1,577
Wednesday, Aug. 19.....	4,756	85	1,935
Thursday, Aug. 20.....	3,827	137	2,253
Friday, Aug. 21.....	1,855	6	2,193
Saturday, Aug. 22.....	260	2	2,078
Total last week.....	17,278	418	12,376
Previous week.....	12,390	418	18,285
Cor. time, 1913.....	18,445	290	29,337
Cor. time, 1912.....	15,833	308	22,129

## CHICAGO TOTAL RECEIPTS LIVESTOCK.

	Cattle.	Hogs.	Sheep.
Year to Aug. 22, 1914.....	1,425,304	4,179,849	3,154,079
Same period, 1913.....	1,335,397	4,707,982	3,009,877

## Combined receipts of hogs at eleven points:

Week ending Aug. 22, 1914.....	263,000
Previous week.....	404,000
Cor. week, 1913.....	344,000
Cor. week, 1912.....	312,000
Total year to date.....	14,845,000
Same period, 1913.....	15,790,000

## Receipts at six points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City) as follows:

	Cattle.	Hogs.	Sheep.
Week to Aug. 22, 1914.....	154,000	253,300	240,400
Week ago.....	114,800	255,200	220,500
Year ago.....	172,000	253,100	238,500
Two years ago.....	146,000	237,900	293,700

## Combined receipts at six markets for 1914 to Aug. 22 and same period a year ago:

	1914.	1913.
Cattle.....	3,615,000	4,194,000
Hogs.....	10,584,000	11,970,000
Sheep.....	6,944,000	6,650,000

## CHICAGO PACKERS' HOG SLAUGHTER.

Week ending Aug. 22, 1914:	
Armour & Co.....	14,400
Swift & Co.....	11,100
S. & S. Co.....	7,200
Morris & Co.....	7,000
Hammond Co.....	6,100
Western P. Co.....	6,200
Anglo-American.....	5,200
Independent P. Co.....	7,000
Boyd, Lunham & Co.....	4,100
Roberts & Onke.....	3,000
Brennan P. Co.....	4,200
Miller & Hart.....	2,800
Others.....	6,400
Totals.....	84,700
Previous week.....	87,900
1913.....	82,400
1912.....	77,200
Total year to date.....	3,306,600
Same period last year.....	3,871,200

## WEEKLY AVERAGE PRICE OF LIVE STOCK.

	Cattle.	Hogs.	Sheep, Lambs.
This week.....	\$9.10	\$9.05	\$8.50
Previous week.....	9.20	9.40	8.45
Cor. week, 1913.....	8.30	8.20	4.25
Cor. week, 1912.....	8.15	8.35	3.90
Cor. week, 1911.....	7.05	7.30	3.45

## CATTLE

Steers, good to choice heavy.....	\$8.05@10.50
Steers, fair to good.....	7.05@8.60
Yearlings, good to choice.....	8.50@10.00
Inferior steers.....	7.50@7.90
Distillery steers.....	8.40@10.25
Stockers.....	6.00@7.25
Feeding steers.....	7.25@7.85
Medium to good beef cows.....	5.75@7.00
Stock cows.....	4.75@5.70
Fair to choice heifers.....	6.50@8.50
Stock heifers.....	5.50@6.75
Good to choice cows.....	5.75@7.90

Common to good cutters.....	4.75@5.50
Fair to good canners.....	4.00@4.85
Butcher bulls.....	6.75@7.25
Bologna bulls.....	5.75@6.20
Good to choice heavy calves.....	9.50@10.50
Heavy calves.....	7.50@9.50

## HOGS.

Choice light, 10 to 20 lbs.....	\$9.15@9.40
Prime light butchers, 200 to 230 lbs.....	9.10@9.30
Prime med. weight butchers, 230-270 lbs.....	9.05@9.25
Prime heavy butchers, 270 to 350 lbs.....	9.00@9.25
Butcher mixed.....	8.50@9.10
Mixed heavy packing.....	8.50@9.10
Heavy packing.....	8.40@9.00
Boars.....	3.00@4.30
*Stags.....	8.25@9.00

\*All stags subject to 80 lbs. dockage.

## SHEEP.

Native ewes.....	\$4.75@5.55
Native wethers.....	5.00@6.00
Western ewes.....	4.50@5.75
Western wethers.....	5.00@6.00
Western yearlings.....	5.00@6.75
Native yearlings.....	5.75@6.75
Native lambs.....	5.50@8.25
Range lambs.....	7.75@8.25
Feeding lambs.....	6.80@7.75
Bucks.....	3.00@3.75
Breeding ewes.....	4.70@5.65
Breeding yearling ewes.....	6.00@6.75

## CHICAGO PROVISION MARKET

## Range of Prices.

SATURDAY, AUGUST 22, 1914.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
September.....	\$22.45	\$22.50	\$22.40	\$22.50
January.....	21.60	21.60	21.50	21.55
LARD—(Per 100 lbs.)—				
September.....	10.07½	10.17½	10.07½	10.17½
October.....	10.22½	10.32½	10.20	10.32½
January.....	10.62½	10.72½	10.55	10.67½
RIBS—(Boxed, 25c. more than loose)—				
September.....	12.75	12.75	12.70	12.72½
October.....	12.25	12.27½	12.25	12.27½
January.....	11.25	11.32½	11.25	11.32½

MONDAY, AUGUST 24, 1914.

PORK—(Per bbl.)—				
September.....	22.00	22.00	22.00	22.00
January.....	21.50	21.50	21.32½	21.32½
LARD—(Per 100 lbs.)—				
September.....	10.12½	10.17½	10.05	10.07½
October.....	10.32½	10.35	10.20	10.20
January.....	10.72½	10.72½	10.50	10.50
RIBS—(Boxed, 25c. more than loose)—				
September.....	12.15	12.15	12.10	12.10
October.....	11.30	11.32½	11.20	11.20

TUESDAY, AUGUST 25, 1914.

PORK—(Per bbl.)—				
September.....	22.00	22.00	21.00	21.35
January.....	21.25	21.60	21.25	21.55
LARD—(Per 100 lbs.)—				
September.....	10.02½	10.05	9.97½	10.05
October.....	10.17½	10.22½	10.15	10.22½
January.....	10.52½	10.55	10.42½	10.55
RIBS—(Boxed, 25c. more than loose)—				
September.....	12.62½	12.67½	12.57½	12.57½
October.....	12.05	12.07½	11.95	12.00
January.....	11.15	11.22½	11.12½	11.22½

WEDNESDAY, AUGUST 26, 1914.

PORK—(Per bbl.)—				
September.....	21.50	21.52½	21.45	21.45
January.....	21.55	22.12½	21.55	22.12½
LARD—(Per 100 lbs.)—				
September.....	9.95	10.10	9.95	10.10
October.....	10.10	10.27½	10.10	10.25
January.....	10.52½	10.75	10.50	10.70
RIBS—(Boxed, 25c. more than loose)—				
September.....	11.95	12.20	11.95	12.17½
October.....	11.15	11.37½	11.15	11.37½

THURSDAY, AUGUST 27, 1914.

PORK—(Per bbl.)—				
September.....	20.70	20.70	20.45	20.45
January.....	22.20	22.40	22.12½	22.25

LARD—(Per 100 lbs.)—				
September.....	10.05	10.10	9.97½	10.00
October.....	10.22½	10.22½	10.15	10.17½
January.....	10.70	10.72½	10.60	10.60

RIBS—(Boxed, 25c. more than loose)—				
September.....	12.05	12.10	12.00	12.47½
October.....	12.05	12.10	12.00	12.02½
January.....	11.35	11.40	11.32½	11.35

FRIDAY, AUGUST 28, 1914.

PORK—(Per bbl.)—				
September.....	20.45	20.45	20.00	20.40
January.....	22.25	22.27	22.10	22.20
LARD—(Per 100 lbs.)—				
September.....	9.97½	10.00	9.90	10.07½
October.....	10.17½	10.17½	10.10	10.17
January.....	10.65	10.70	10.57½	10.65
RIBS—(Boxed, 25c. more than loose)—				
September.....	12.45	12.45	12.35	12.35
October.....	12.05	12.05	11.87½	12.00
January.....	11.37½	11.37½	11.30	11.35

†Bid. ‡Asked.

## CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Pollack Bros., 41st and Halsted Streets.)

## Beef.

Native Rib Roast.....	18	@23
Native Sirloin Steaks.....	22	@25
Native Porterhouse Steaks.....	30	@35
Native Pot Roasts.....	14	@17
Rib Roasts from light cattle.....	14	@18
Beef Stew.....	12	@14
Boneless Corned Biskets, Native.....	16	@16
Corned Rumps, Native.....	10	@12½
Corned Flanks.....	20	@25
Round Steaks.....	18	@20
Round Roasts.....	18	@18
Shoulder Steaks.....	10	@18
Shoulder Roasts.....	12½	@12½
Shoulder Neck End, Trimmed.....	18	@20
Rollad Roast.....	20	@25

## Lamb.

Hind Quarters, fancy.....	20	@25
Fore Quarters, fancy.....	15	@18
Legs, fancy.....	22	@25
Stew.....	12½	@12½
Chops, shoulder, per lb.....	18	@18
Chops, rib and loin, per lb.....	35	@35
Chops, French, each.....	15	@15

## Mutton.

Legs.....	16	@18
Stew.....	8	@10
Shoulders.....	16	@18
Hind Quarters.....	12	@14
Fore Quarters.....	20	@22
Rib and Loin Chops.....	14	@16

## Pork.

Pork Loin.....	18	@20
Pork Chops.....	20	@22
Pork Shoulders.....	16	@18
Pork Tenderloins.....	38	@38
Pork Butts.....	18	@18
Spare Ribs.....	14	@14
Hocks.....	11	@11
Pigs' Heads.....	8	@8
Leaf Lard.....	12½	@12½

## Veal.

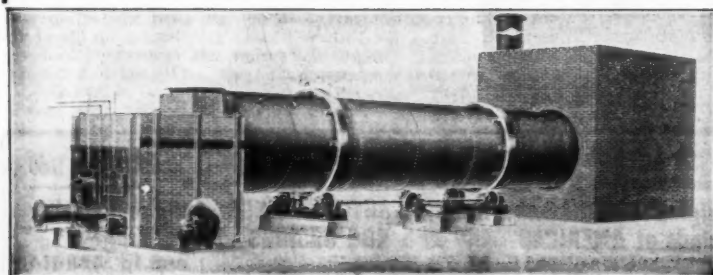
Hind Quarters.....	18	@22
Fore Quarters.....	12½	@14
Legs.....	18	@22
Breasts.....	14	@16
Shoulders.....	16	@18
Cutlets.....	35	@35
Rib and Loin Chops.....	25	@25

## Butchers' Offal.

Suet.....	@7
Tallow.....	@3½
Bones, per cwt.....	@1.00
Calfskins, 8 to 15 lbs.....	@18
Calfskins, under 15 lbs. (deacon's).....	@65
Kips.....	@15

Watch Page 48  
for  
Business Chances

## DRYERS AND CONTINUOUS PRESSES

Economical Efficient  
Great CapacitySAVING IN LABOR ALONE IN ONE YEAR WILL  
OFFSET COST TO INSTALLFor Tankage, Blood, Bone, Fertilizer, all Animal and  
Vegetable Matter. Installed in the largest packing-  
houses, fertilizer and fish reduction plants in the world.

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**American Process Co.**  
68 William St., - - New York



## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

Prime native steers	14 1/2 @ 15 1/2
Good native steers	14 1/2 @ 14 1/2
Native steers, medium	13 1/2 @ 13 1/2
Heifers, good	12 1/2 @ 13 1/2
Cows	12 1/2 @ 13 1/2
Hind Quarters, choice	17
Fore Quarters, choice	12 1/2

## Beef Cuts.

Cow Chucks	10 1/2 @ 11
Steer Chucks	10 1/2 @ 11
Boneless Chucks	12 1/2 @ 13
Medium Flats	8 1/2 @ 9
Steer Plates	12 1/2 @ 13
Cow Rounds	12 1/2 @ 13
Steer Rounds	15
Cow Loins	14 @ 16
Steer Loins, Heavy	24 @ 24
Beef Tenderloins, No. 1	35 @ 35
Beef Tenderloins, No. 2	19 @ 25
Strip Loins	13 1/2 @ 13 1/2
Sirloin Butts	16 1/2 @ 16 1/2
Shoulder Clods	13 @ 13
Rolls	15 1/2 @ 15 1/2
Rump Butts	14 1/2 @ 14 1/2
Trimblings	13 @ 13
Shank	10 1/2 @ 10 1/2
Cow Ribs, Common, Light	12 1/2 @ 12 1/2
Cow Ribs, Heavy	15 @ 17
Steer Ribs, Light	19 @ 19 1/2
Steer Ribs, Heavy	22 1/2 @ 22 1/2
Loin Ends, steer, native	17 1/2 @ 18 1/2
Loin Ends, cow	16 1/2 @ 16 1/2
Hanging Tenderloins	12 @ 12
Flank Steak	14 1/2 @ 14 1/2
Hind Shanks	7 @ 7

## Beef Offal.

Brains, per lb.	8 @ 8
Hearts	7 1/2 @ 7 1/2
Tongues	17 @ 17
Sweetbreads	25 @ 25
Ox Tail, per lb.	7 @ 7
Fresh Tripe, plain	8 @ 8 1/2
Fresh Tripe, H. C.	8 @ 8 1/2
Brains	7 @ 7
Kidneys, each	6 1/2 @ 6 1/2

## Veal.

Heavy Carcass, Veal	13 @ 13
Light Carcass	15 1/2 @ 15 1/2
Good Carcass	16 1/2 @ 16 1/2
Good Saddle	20 @ 20
Medium Racks	14 @ 14
Good Racks	14 1/2 @ 14 1/2

## Veal Offal.

Brains, each	8 @ 8
Sweetbreads	50 @ 60
Calf Livers	26 @ 26
Heads, each	25 @ 25

## Lambs.

Good Cawl	13 @ 13
Round Dressed Lambs	15 @ 15
Saddle, Cawl	16 @ 16
R. D. Lamb Racks	13 @ 13
Cawl Lamb Racks	12 @ 12
R. D. Lamb Saddles	17 @ 17
Lamb Fries, per lb.	20 @ 20
Lamb Tongues, each	4 @ 4
Lamb Kidneys, each	1 1/2 @ 1 1/2

## Mutton.

Medium Sheep	10 1/2 @ 10 1/2
Good Sheep	11 1/2 @ 11 1/2
Good Saddle	10 @ 10
Good Saddle	12 @ 12
Good Racks	11 @ 11
Medium Racks	10 @ 10
Mutton Legs	13 1/2 @ 13 1/2
Mutton Loins	10 @ 10
Mutton Stew	8 @ 8
Sheep Tongues, each	2 1/2 @ 2 1/2
Sheep Heads, each	10 @ 10

## Fresh Pork, Etc.

Dressed Hogs	13 1/2 @ 14
Pork Loins	16 @ 16
Leaf Lard	12 @ 12
Tenderloins	35 @ 35
Spare Ribs	10 @ 10
Butts	14 @ 14
Hocks	10 @ 10
Trimblings	10 @ 10
Extra Lean Trimblings	16 @ 16
Tails	8 1/2 @ 8 1/2
Snouts	6 @ 6
Pigs' Feet	3 1/2 @ 3 1/2
Pigs' Heads	5 1/2 @ 5 1/2
Blade Bones	9 @ 9
Blade Meat	10 @ 10
Cheek Meat	9 @ 9
Hog Hvers, per lb.	5 @ 5
Neck Bones	4 @ 4
Skinless Shoulders	13 1/2 @ 13 1/2
Pork Hearts	9 @ 9
Pork Kidneys, per lb.	5 1/2 @ 5 1/2
Pork Tongues	14 @ 14
Slip Bones	6 @ 6
Tail Bones	7 @ 7
Brains	4 1/2 @ 4 1/2
Backfat	11 @ 11
Hams	18 @ 18
Calas	16 @ 16
Boiled Beef Outlets	17 @ 17
Shoulders	13 @ 13

## SAUSAGE.

Columbia Cloth Bologna	13 1/2 @ 13 1/2
Bologna, large, long, round, in casings	13 @ 13

Choice Bologna	15 1/2 @ 15 1/2
Frankfurters	13 @ 13
Blood, Liver and Headcheese	11 1/2 @ 11 1/2
Tongue	15 1/2 @ 15 1/2
Minced Sausage	16 @ 16
Luncheon Sausage, cloth paraffine	19 1/2 @ 19 1/2
New England Sausage	20 @ 20
Compressed Luncheon Sausage	20 @ 20
Special Compressed Ham	20 @ 20
Berliner Sausage	17 @ 17
Boneless Butts in casings	30 @ 30
Oxford Butts in casings	26 @ 26
Polish Sausage	15 @ 15
Garlic Sausage	14 @ 14
Corned Smoked Sausage	17 1/2 @ 17 1/2
Farm Sausage	17 @ 17
Pork Sausage, bulk or link	13 1/2 @ 13 1/2
Pork Sausage, short link	14 @ 14
Boneless Pigs' Feet	11 @ 11
Luncheon Roll	19 @ 19
Deli-catessen Loaf	18 @ 18
Jellied Roll	22 @ 22

## Summer Sausage.

Best Summer, H. C. (new)	28 1/2 @ 28 1/2
German Sausage (new)	29 1/2 @ 29 1/2
Italian Sausage	29 1/2 @ 29 1/2
Holsteiner	21 1/2 @ 21 1/2
Mettwurst, New	— @ —
Farmer	23 @ 23

## Sausage in Oil.

Smoked, large cans, 50	6.50 @ 6.50
Smoked, small cans, 20	6.00 @ 6.00
Bologna, large cans, 50	6.00 @ 6.00
Bologna, small cans, 20	5.50 @ 5.50
Frankfort, large cans, 50	6.50 @ 6.50
Frankfort, small cans, 20	6.00 @ 6.00

## VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels	12.00 @ 12.00
Pickled Plain Tripe, in 200-lb. barrels	9.35 @ 9.35
Pickled H. C. Tripe, in 200-lb. barrels	12.50 @ 12.50
Pickled Ox Laps, in 200-lb. barrels	— @ —
Pickled Pigs' Snouts, in 200-lb. barrels	17.25 @ 17.25
Sheep Tongues, Short Cut, barrels	39.00 @ 39.00

## CORNED, BOILED AND ROAST BEEF.

No. 1, 2 doz. to case	2.15 @ 2.15
No. 2, 1 or 2 doz. to case	4.15 @ 4.15
No. 6, 1 doz. to case	15.00 @ 15.00
No. 14, 1/2 doz. to case	35.00 @ 35.00

## EXTRACT OF BEEF.

2-oz. jars, 1 doz. in box	7.25 @ 7.25
4-oz. jars, 1 doz. in box	7.25 @ 7.25
5-oz. jars, 1/2 doz. in box	14.00 @ 14.00
16-oz. jars, 1/2 doz. in box	24.50 @ 24.50
2, 5 and 10-lb. tins	\$1.75 per lb. @ 1.75

## BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels	— @ —
Plate Beef	— @ —
Prime Mess Beef	— @ —
Mess Beef	— @ —
Beef Hams (220 lbs. to bbl.)	— @ —
Rump Butts	— @ —
Mess Pork, old	25.00 @ 25.00
Clear Fat Racks	26.50 @ 26.50
Family Back Pork	26.00 @ 26.00
Bean Pork	21.00 @ 21.00

## LARD.

Pure leaf, kettle rendered, per lb., tes.	13 @ 13
Pure lard	12 @ 12
Lard substitutes, tes.	9 1/2 @ 9 1/2
Lard, compound	9 1/2 @ 9 1/2
Cooking, oil, per gal., in barrels	62 @ 62
Cooks' and bakers' shortening tubs	12 @ 12
Barrels, 1/2c. over tierces, half barrels, 1/2c. over tierces; tubs and pails, 10 to 80 lbs., 1/2c. to 1c. over tierces	— @ —

## BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chi-cago	14 1/2 @ 21
Cartons, rolls or prints, 1 lb.	15 1/2 @ 22
Cartons, rolls or prints, 2 1/2 lbs.	15 @ 21 1/2
Shortenings, 30 @ 60 lb. tubs	11 1/2 @ 13 1/2

## DRY SALT MEATS.

(Boxed. Loose are 1/2c. less.)	— @ —
Clear Bellies, 14 @ 16 avg.	16 1/2 @ 16 1/2
Clear Bellies, 18 @ 20 avg.	16 @ 16
Rib Bellies, 18 @ 20 avg.	16 @ 16
Fat Racks, 12 @ 14 avg.	12 1/2 @ 12 1/2
Regular Plates	12 1/2 @ 12 1/2
Clear Plates	11 1/2 @ 11 1/2
Butts	10 @ 10
Bacon meats, 1/2c. to 1c. more	— @ —

## WHOLESALE SMOKED MEATS.

Hams, 12 lbs., avg.	20 3/4 @ 20 3/4
Hams, 16 lbs., avg.	20 1/4 @ 20 1/4
Skinless Hams	21 1/4 @ 21 1/4
Calas, 4 @ 6 lbs., avg.	15 1/2 @ 15 1/2
Calas, 6 @ 12 lbs., avg.	15 @ 15
New York Shoulders, 8 @ 12 lbs., avg.	15 @ 15
Breakfast Bacon, fancy	27 1/2 @ 27 1/2
Wide, 10 @ 12 avg., and strip, 5 @ 6 avg.	20 1/2 @ 20 1/2
Wide, 6 @ 8 avg., and strip, 3 @ 4 avg.	22 1/2 @ 22 1/2
Rib Bacon, wide, 8 @ 12, strip, 4 @ 6 avg.	15 1/2 @ 15 1/2
Dried Beef Sets	28 1/2 @ 28 1/2
Dried Beef Juddies	31 1/4 @ 31 1/4
Dried Beef Knuckles	28 1/2 @ 28 1/2
Dried Beef Outlets	27 1/2 @ 27 1/2
Regular Boiled Hams	28 1/2 @ 28 1/2
Smoked Boiled Hams	29 1/2 @ 29 1/2
Boiled Calas	22 1/2 @ 22 1/2
Cooked Loin Rolls	30 @ 30
Cooked Rolled Shoulder	22 1/2 @ 22 1/2

## SAUSAGE CASINGS.

## F. O. B. CHICAGO.

Rounds, per set	21 @ 21
Export Rounds	30 @ 30
Middles, per set	70 @ 70
Beef bungs, per piece	24 @ 24
Beef weasands	7 @ 7
Beef bladders, medium	55 @ 55
Beef bladders, small, per doz.	80 @ 80
Hog casings, free of salt	70 @ 70
Hog middles, per set	10 @ 10
Hog bungs, export	19 @ 19
Hog bungs, large, mediums	10 @ 10
Hog bungs, prime	7 @ 7
Hog bungs, narrow	4 @ 4
Imported wide sheep casings	1.20 @ 1.20
Imported medium wide sheep casings	1.00 @ 1.00
Imported medium sheep casings	90 @ 90
Hog stomachs, per piece	4 @ 4

## FERTILIZERS.

Dried blood, per unit	3.15 @ 3.17 1/2
Hooi meal, per unit	2.75 @ 2.80
Concentrated tankage	2.80 @ 2.80
Ground tankage, 12%	2.95 @ 2.95 and 10c.
Ground tankage, 11%	2.95 @ 2.95 and 10c.
Ground tankage, 8 and 25%	2.80 @ 2.80 and 10c.
Crushed tankage, 9 and 20%	2.85 @ 2.85 and 10c.
Ground tankage, 6 1/2 and 30%	23.00 @ 24.00
Ground rawbone, per ton	25.00 @ 27.00
Ground steam bone, per ton	21.50 @ 22.50
Engrout tankage, per ton less than ground	50c. @ 50c.

## HORNS, HOOFS AND BONES.

Horns, No. 1, 65 @ 70 lbs., aver.	240.00 @ 260.00
Hoois, black, per ton	26.00 @ 27.00
Hoois, striped, per ton	35.00 @ 40.00
Hoois, white, per ton	35.00 @ 40.00
Flat shin bones, 40 lbs., ave., per ton	70.00 @ 75.00
Round shin bones, 35-40 lbs., ave., per ton	75.00 @ 80.00
Round shin bones, 50-52 lbs., ave., per ton	80.00 @ 90.00
Long thigh bones, 90-95 lbs., ave., per ton	85.00 @ 95.00
Skulls, jaws and knuckles, per ton	28.00 @ 30.00

## LARD.

Prime steam, cash	10.15 @ 10.15
Prime steam, loose	10.00 @ 10.00
Leaf	11 1/2 @ 11 1/2
Compound	9 @ 9 1/2
Neutral lard	13 @ 13 1/2

## STEARINES.

Prime oleo	11 1/4 @ 11 1/4
O. O. No. 2	9 1/2 @ 10
Nutten	10 1/4 @ 10 1/4
Tallow	7 1/2 @ 8
Grease, yellow	5 1/2 @ 5 1/2
Grease, A white	6 1/2 @ 7 1/4

## OILS.

Lard oil, winter strained, tierces	69 @ 71
Extra lard oil	68 @ 70
Extra No. 1 lard oil	58 @ 60
No. 1 lard oil	50 @ 52
No. 2 lard oil	48 @ 50
Oleo oil, extra	14 @ 14 1/2
Oleo oil, No. 2	13 1/2 @ 14
Oleo stock	10 @ 11 1/2
Neatfoot oil, pure, bbls.	68 @ 70
Acidless tallow oils, bbls.	60 @ 62
Corn oil, loose	5.30 @ 5.30
Horse oil	6 1/2 @ 6 3/4

## TALLOW.

Edible	7 1/2 @ 8
Prime city	7 1/2 @ 7 3/4
No. 1 Country	6 1/2 @ 6 3/4
Packers' Prime	6 1/2 @ 6 3/4
Packers' No. 1	6 1/2 @ 6 3/4
Packers' No. 2	5 1/2 @ 5 3/4
Renderers' No. 1	6 1/2 @ 6 3/4

## GREASES.

White, choice	6 1/2 @ 6 3/4
White, "A"	6 1/2 @ 6 3/4
White, "B"	6 @ 6 1/4
Bate	5 1/2 @ 6
Crackling	5 1/2 @ 6
House	4 1/2 @ 5
Yellow	5 1/2 @ 5 3/4
Brown	4 1/2 @ 5
Blue stock	5 @ 5 1/4
Garbage grease	4 @ 4 1/4
Glycerine, C. P.	26 @ 27
Glycerine, dynamite	25 @ 25 1/2
Glycerine, crude soap	15 @ 16
Glycerine, candle	16 @ 17

## COTTONSEED OILS.

P. S. Y., loose	51 @ 52
P. S. Y., soap grade	48 @ 50
Soap stock, tbs., concn., 62 @ 65% f. a.	2.30 @ 2.40
Soap stock, loose, reg., 50% f. a.	1.00 @ 1.10

## COOPERAGE.

Ash pork barrels	80 @ 82
Oak pork barrels	85 @ 87
Lard tierces	1.05 @ 1.10

## CURING MATERIALS.

Reduced saltpetre	8 @ 8
Boracic acid, crystal to powdered	7 @ 8
Borax	3 1/2 @ 4 1/2
Sugar	— @ —
White, clarified	4 3/4 @ 4 3/4
Plantation, granulated	6 @ 5
Yellow, clarified	4 1/2 @ 4 1/2
Salt	— @ —
Ashion, in bags, 224 lbs.	32.25 @ 32.25
Ashion, car lots	2.00 @ 2.00
English packing, in bags, 224 lbs.	1.45 @ 1.45
English packing, car lots	1.25 @ 1.25
Michigan, granulated, car lots, per ton	8.25 @ 8.25
Michigan, medium, car lots, per ton	3.75 @ 3.75
Casing salt, bbls., 250 lbs., 2x @ 3x	1.40 @ 1.40

## LIVE STOCK MARKETS

## CHICAGO

(Special Letter to The National Provisioner from The National Live Stock Commission Co.)

Union Stock Yards, Chicago, August 26.

Under ordinary conditions Monday's run of 18,421 cattle, including 4,500 Westerns, would have been fairly moderate for the time of year, but following, as it did, a heavy run of 52,200 cattle last week the supply proved too liberal for the requirements of the trade, and while the prime cattle ruled steady, other grades were very hard to move at 10@20c. decline, most loss being on the low-priced killers that come in competition with the Western rangers. Tuesday's run of 6,700 cattle included about 4,000 Westerns, and while the trade was rather slow and a big percentage of the native steers on sale came in direct competition with the Westerns, still it was nevertheless about a steady market at Monday's general level of values. Wednesday's run of 15,500 cattle included about 3,000 Westerns and the three days' receipts totaled 40,500, as compared with 45,500 for the same period a week ago, and, as compared with about 6,500 Western cattle the first half of last week, we have about 11,000 for the same period this week, while natives, on the other hand, show a sharp decrease. The general trade on Native steers ruled strong on prime beefs with a new top of \$10.65, while other kinds were slow, but about steady at Monday's general level of values.

The recent sharp decline in the market on everything but the best cattle can readily be accounted for by last week's heavy supply; also high prices for beef "over the block" and the consequent countrywide agitation naturally curtailed the demand to some extent; furthermore, the Eastern seaboard received an unexpected liberal supply of Argentine beef, which also had a depressing influence. And when we say "unexpected" we mean that in view of the disastrous European war we felt, because of the hazard of doing so, that Argentine shipments would be considerably curtailed, as we have been under the impression that most of it was transported in English owned boats, and if such is the case it is reasonable to presume that until there is some fairly reasonable assurance of safety that no continued liberal importations from Argentine can be expected. While not rampantly "bullish" over the prospects on the common, medium and pretty fair killing steers (as they are bound to be influenced more or less by the receipts of Western cattle), still it now looks as though we could expect fairly moderate receipts and some strengthening in the market within the next week or so, and on the choice to prime cattle we continue to feel strong in our views and expect to see "top-notchers" work higher.

The percentage of butcher stuff in the receipts is moderate this week, and the feature of the trade continues to be the active and strong market on low-priced cow stuff, such as canners and cutters, in fact anything selling from \$5.25 per cwt. down, which can be attributed to the European war demand for canned beef, and as long as hostilities continue we are bound to have a very high market on this class of cattle. Everything else in the butcher stuff line is ruling steady at the decline that took place in the closing days of last week, and for the near future of the trade we are not looking for liberal receipts, as we understand that many of the dry sections of the country have been relieved by rather generous rain falls, and we are of the opinion that any change of consequence in the butcher stuff market in the near future will be toward a little higher level of values. The demand for feeding cows and heifers continues strong and active, and promises to gradually work to a higher level.

Wednesday's hog receipts were estimated at 28,000, or about double the number of receipts of Wednesday a week ago, and the Eastern shipping orders were very light, leaving the trade largely in the hands of the big packers and enabling them to force prices

(Continued on page 43.)

## ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., August 26.

Receipts of cattle for the week ending today amounted to 23,500 head, which included 5,100 head Southern cattle. There was a rather fair run of good to prime steers this week, those selling over \$10 were fully steady, while those selling from \$9@10 were 10@15c. lower for the week. The top for the week, in fact for the year, at these yards was paid this week when a load of steers brought \$10.50. A good part of the week's offerings sold in a range of \$9@10.50. There was no good to choice heifers offered this week, in fact the quality of the offerings was way below normal. The kind offered sold about steady, at a range of \$7@9, and were composed mostly of grass heifers. Several bunches of steers and heifers, mixed, brought up to \$10. Cows are steady, best ones bringing \$8, with the bulk at \$5.75@7.75. With the exception of a slight decline at the middle of the week, the quarantine market on Oklahoma steers was generally steady. Practically all of the receipts were from Oklahoma. This kind sold anywhere from \$6@7.60.

Hog receipts were 40,700 this week. The market is closing for the week about 20c. lower than the opening. At the first of the week, best hogs brought \$9.60, with the bulk at \$9.40@9.55. A rather slow market prevailed and prices declined mostly at the first of the week. Since then there has been very little change in prices, and the market is closing with the top of \$9.40, and bulk \$9.10@9.35. Quality has been uneven, but clearances generally good.

The receipts of sheep for the week ending today amounted to 16,100 head. Mutton sheep at the close of the week are somewhat lower. Most of the best offerings are going to the killers around \$5. Lambs are considerably lower as compared with last week; \$8.15 was the top made early in the week, and they are closing today with best ones selling at \$7.85.

## KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, August 25.

The Tuesday morning estimate of 10,000 head proved to be two thousand too small. A year ago on Tuesday of this week 20,000 cattle arrived, a good share of which were drought refugees. Corn-fed cattle sold steady today with a fair number of cattle at \$9.75 to \$10.30. Grass steers sold strong to 15c. higher, the better grades taking most gain. Steers wintered on wheat pasture and grazed in the Kansas "flint hills," and which had never tasted corn, sold at \$8.85, averaging 1,288 pounds. Feeding steers sold steady today, the main demand being for cheap ones, at \$7.25 to \$7.75. Some fleshy Kansas steers were taken by feeders yesterday at \$8.45 and \$8.55. Light stock steers sold 10c. to 15c. higher, sales largely at \$6.25 to \$7.25. Cows and heifers sold strong, best grass cows, \$6.75, and corn-fed cows scarce, top \$7.25. Thirty-two cars of quarantine cattle arrived, following 96 cars Monday, sales strong. Middle class Oklahomas made up nearly all the supply, best of which sold at \$6.85. Good wintered Oklahomas are worth up to \$7.50, and common light steers find quick outlet at \$5.10 to \$5.75. Canning cows are in good demand, at \$4.25 to \$5, and bulls sell well, good heavy ones at \$5.85 to \$6.75; veal calves up to \$10.50.

Hog receipts are 9,500 today, which was also more than the early estimate. A few early sales were steady with a top of \$9.25. Late sales were 5c. to 10c. lower; bulk of sales at \$9 to \$9.20, the latter price the top paid by packers. Local prices are 5c. to 15c. above other river markets, on account of greater demand here, packers, order buyers and serum makers each having orders that have to be filled.

Buyers are holding the whip hand in the sheep barns this week, and prices were again

10c. to 15c. lower today. Receipts here are 12,000, a seasonable supply, but Omaha and Chicago have around 35,000 each. The unequal distribution works against sellers. Top western lambs brought \$7.75 today, best natives \$7.50, ewes at \$4.85 to \$5.35, wethers scarce at \$5.40 to \$5.85, yearlings \$5.75 to \$6.60. Some feeding stock will be available from now on, lambs worth \$6.50 to \$7.

## OMAHA

(Special Letter to The National Provisioner.)

South Omaha, Neb., August 25.

Although cattle receipts have been increasing steadily since the run of range cattle began, the supply is still quite a little short of a year ago. Very few corn feds are coming, and for this reason prices have been firmly held for the good to choice grades and both yearlings and heavy beefs sell up around \$10. The bulk of the fair to good corn feds, however, are selling around \$8.50@9.50, with the common to fair kinds at \$7.50@8.35 and on down. Grass beef suffered a sharp decline of \$15@25c. last week on liberal receipts and with a run of 10,000 head Monday, there was a further 10@15c. break, so that aside from the strictly good to choice grades the market for grass cattle is 25@40c. lower than it was ten days ago. Good to choice grass beefs are selling at \$8.25@8.75, fair to good grades largely around \$7.50@8.15, and the common to fair kinds and Texans at \$6.25@7.25 and on down. Cows and heifers have suffered fully as much as beef steers and sales of grassers around \$5.75@7.75 and over are few and far between. Bulk of the fair to good grass cows and heifers sell around \$5.50@6.50 and canners and cutters find a tolerably free outlet at \$3.75@5.25. The tone to the market for killing stock is very weak, but where there is competition from the feeder buyers the feeling is a little firmer just at present. Veal calves are in fair demand and firmly held at \$8@10, and there is a good outlet and a steady market right along for bulls, stags, etc., at from \$5.25 to \$7.

Hogs are not being marketed as freely as at this time last year, and still all classes of buyers are apparently working hard to force values to a lower basis. In this they are (Continued on page 43.)

## SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending August 22, 1914:

## CATTLE.

Chicago	34,931
Kansas City	25,081
Omaha	11,923
St. Joseph	6,508
Cudahy	364
Sioux City	1,394
South St. Paul	4,268
New York and Jersey City	10,623
Fort Worth	7,730
Pittsburgh	1,610
Denver	1,136
Oklahoma City	1,736
Cincinnati	2,710

## HOGS.

Chicago	79,425
Kansas City	26,927
Omaha	34,508
St. Joseph	22,507
Cudahy	3,340
Sioux City	21,033
Ottumwa	4,800
Cedar Rapids	2,848
South St. Paul	13,478
New York and Jersey City	28,152
Fort Worth	6,280
Pittsburgh	6,245
Denver	3,376
Oklahoma City	4,066
Cincinnati	8,292

## SHEEP.

Chicago	82,627
Kansas City	22,683
Omaha	43,915
St. Joseph	20,149
Cudahy	706
Sioux City	3,690
South St. Paul	2,853
New York and Jersey City	58,708
Fort Worth	3,225
Pittsburgh	6,157
Denver	4,086
Oklahoma City	25

# THE WEEK'S CLOSING MARKETS

## FRIDAY'S GENERAL MARKETS.

### Lard in New York.

New York, August 28.—Market steady. Western steam, \$10.65; Middle West, \$10.30 @ 10.40; city steam, 10 @ 10 1/4 c. nom.; refined Continent, \$11.10; South American, \$11.60; Brazil, kegs, \$12.50; compound, 8 1/2 @ 8 3/4 c. nom.

### Marseilles Oils.

Marseilles, August 21.—Business was suspended because of the war situation.

### Liverpool Produce Market.

Liverpool, August 28.—(By Cable.)—Beef, extra India mess, —; pork, prime mess, —; shoulders, square, 75s.; New York, 74s.; picnic, 65s.; hams, long, 82s.; American cut, 80s. Bacon, Cumberland cut, 80s.; long clear, 82s.; short backs, 73s.; bellies, clear, 84s. Lard, spot prime, 56s. 3d. American refined contract, 57s.; 28-lb. boxes, 56s. 3d. Lard (Hamburg), nominal. Tallow, prime city, 30s. 6d.; choice, 33s. 6d. Cheese, Canadian finest white, new, 71s. Tallow, Australian (at London), —.

## FRIDAY'S CLOSINGS.

### Provisions.

The market was quiet, with values showing very slight changes on light trading.

### Stearine.

The market continues firm with light trading. Oleo was quoted at 10 @ 11c.

### Tallow.

Prices are very firm, with offerings light and well held. City is quoted at 6c. and specials at 6 1/2 c.

### Cottonseed Oil.

The market was rather irregular with trading less active.

Market closed barely steady. Sales, 9,400 bbls. Spot oil, \$6.80 @ 6.85. Crude, Southeast, \$5.73 for immediate delivery. Closing quotations on futures: September, \$6.80 @ 6.83; October, \$6.79 @ 6.81; November, \$6.56 @ 6.60; December, \$6.57 @ 6.60; January, \$6.58 @ 6.61; February, \$6.59 @ 6.65; March, \$6.63 @ 6.69; good off oil, \$6.65 @ 6.85; off oil, \$6.45 @ 6.83; red off oil, \$6.25 @ 6.80; winter oil, \$7 @ 8; summer white oil, \$7.10 @ 8.

## FRIDAY'S LIVESTOCK MARKETS.

Chicago, August 28.—Hog market steady to a shade higher. Bulk of prices, \$8.80 @ 9.15; mixed, \$8.60 @ 9.32 1/2; heavy, \$8.45 @ 9.25; rough heavy, \$8.45 @ 8.65; Yorkers, \$9.20 @ 9.30; pigs, \$5.50 @ 8.50; cattle, steady to strong; beefs, \$6.75 @ 10.65; cows and heifers, \$3.80 @ 9.25; Texas steers, \$6.35 @ 7.55; stockers and feeders, \$5.50 @ 8.15; Western, \$7.20 @ 9.40. Sheep market steady; native, \$4.75 @ 5.60; Western, \$5 @ 5.65; yearling, \$5.50 @ 6.50; lambs, \$6 @ 7.80; Western, \$6.25 @ 7.80.

Sioux City, August 28.—Hogs steady, at \$8.65 @ 8.85.

St. Louis, August 28.—Hogs higher, at \$9.10 @ 9.40.

Buffalo, August 28.—Hogs higher; on sale, 4,000, at \$9.60 @ 9.80.

Kansas City, August 28.—Hogs steady, at \$8.85 @ 9.17 1/2.

South Omaha, August 28.—Hogs strong, at \$8.60 @ 9.10.

St. Joseph, August 28.—Hogs steady, at \$8.90 @ 9.10 1/2.

Louisville, August 28.—Hogs lower, at \$8.75 @ 9.05.

Indianapolis, August 28.—Hogs higher, at \$9.25 @ 9.35.

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, August 22, 1914, are reported as follows:

Chicago.*			
	Cattle.	Hogs.	Sheep.
S. & S. Co.	4,809	7,200	12,653
Armour & Co.	6,768	14,400	19,973
Swift & Co.	6,355	11,100	30,866
Morris & Co.	5,130	7,000	9,645
G. H. Hammond Co.	1,829	6,100	...
Libby, McNeill & Libby	1,533	...	...
Total (complete)	34,939	80,248	83,153
Western Packing & Provision Co., 6,200 hogs; Anglo-American Provision Co., 5,200 hogs; Independent Packing Co., 7,000 hogs; Boyd, Lunham & Co., 4,100 hogs; Roberts & Onke, 3,000 hogs; Brennan Packing Co., 4,200 hogs; Miller & Hart, 2,800 hogs; others, 6,400 hogs.			

Kansas City.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	5,386	5,427	3,650
Fowler Packing Co.	585	...	1,740
S. & S. Co.	3,432	2,000	4,128
Swift & Co.	6,094	4,975	3,688
Cudahy Packing Co.	4,720	3,866	2,830
Morris & Co.	4,126	3,337	1,822
Blount	524	405	...
Butchers	262	296	32
Dold Packing Co., 875 hogs; Independent Packing Co., 906 cattle; S. Kraus, 530 cattle; I. Meyer, 841 cattle; John Morrell & Co., 258 cattle; M. Rice, 81 cattle; Schwartz, Bolen & Co., 1,412 hogs; E. Storm, 22 cattle; Wolf Packing Co., 81 cattle.			

Omaha.			
	Cattle.	Hogs.	Sheep.
Morris & Co.	1,600	4,340	4,322
Swift & Co.	2,346	8,870	17,403
Cudahy Packing Co.	3,018	10,699	9,969
Armour & Co.	2,849	10,812	21,074
Swartz & Co.	...	3,398	...
J. W. Murphy	...	968	...
Others	8,167	...	37,513

Lincoln Packing Co., 75 cattle; South Omaha Packing Co., 24 cattle; John Morrell & Co., 33 cattle; O. K. Serum Co., 47 hogs; Kohrs Packing Co., 287 hogs; Corn Belt Serum Co., 56 hogs.

St. Louis.			
	Cattle.	Hogs.	Sheep.
Morris & Co.	4,765	5,272	2,799
Swift & Co.	6,073	6,324	6,193
Armour & Co.	5,594	6,552	3,829
St. Louis Dressed Beef Co.	439	...	...
Independent Packing Co.	1,024	1,313	723
East Side Packing Co.	194	1,868	...
J. H. Bels Provision Co.	...	1,124	...
Hell Packing Co.	...	1,060	...
Krey Packing Co.	...	3,369	...
Carondelet Packing Co.	92	275	35
Sartorius Provision Co.	2	388	...
Luer Bros. Packing Co.	16	...	...

St. Joseph.*			
	Cattle.	Hogs.	Sheep.
Swift & Co.	2,650	9,938	10,660
G. H. Hammond Co.	1,350	3,893	5,219
Morris & Co.	1,275	4,697	2,197
Others	...	599	...

\*Incomplete.

## NEW YORK LIVE STOCK

WEEKLY RECEIPTS TO AUGUST 24, 1914.

	Beefes, Calves.			Sheep and lambs.	Hogs.
New York	2,682	4,204	895	10,448	...
Jersey City	4,082	2,667	32,404	13,722	...
Central Union	2,126	742	19,294	32	...
Lehigh Valley	1,733	344	6,115	...	...
Scattering	...	133	...	3,950	...
Totals	10,623	8,090	58,708	28,152	...
Totals last week	11,738	9,105	69,591	23,595	...

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to August 28, 1914, show that exports from that country were as follows: To Europe, none; to North America, 11,691 quarters. The previous week's exports were as follows: To Europe, 22,561 quarters; to North America, 28,818 quarters.

## RECEIPTS AT CENTERS

SATURDAY, AUGUST 22, 1914.

	Cattle.	Hogs.	Sheep.
Chicago	409	10,000	6,000
Kansas City	100	800	...
Omaha	100	7,000	100
St. Louis	200	3,000	650
St. Joseph	200	4,000	100
Sioux City	500	4,000	100
St. Paul	200	1,000	200
Oklahoma City	...	100	...
Fort Worth	200	1,200	200
Milwaukee	...	1,348	...
Denver	800	...	25
Toledo	...	300	...
Louisville	...	388	570
Indianapolis	200	4,000	...
Pittsburgh	...	3,000	1,000
Cincinnati	200	1,740	1,300
Buffalo	1,050	3,200	1,200
Cleveland	60	1,000	600
New York	2,401	547	1,537

MONDAY, AUGUST 24, 1914.

Chicago	19,000	32,000	38,000
Kansas City	19,000	5,000	8,000
Omaha	10,700	4,000	35,000
St. Louis	7,300	8,700	3,800
St. Joseph	1,500	4,000	6,000
Sioux City	4,300	4,000	100
St. Paul	8,000	3,000	2,100
Oklahoma City	500	600	600
Fort Worth	3,200	1,000	2,300
Milwaukee	20	1,543	100
Denver	2,300	1,000	100
Louisville	2,000	3,900	2,891
Wichita	...	467	...
Indianapolis	600	3,600	...
Pittsburgh	2,200	6,000	6,500
Cincinnati	1,800	2,653	2,000
Buffalo	5,000	14,000	6,000
Cleveland	500	2,000	5,000
New York	4,454	5,535	18,647

TUESDAY, AUGUST 25, 1914.

Chicago	7,500	15,000	30,000
Kansas City	12,000	9,800	12,000
Omaha	5,000	9,000	35,000
St. Louis	6,300	7,300	5,300
St. Joseph	1,700	5,000	8,800
Sioux City	1,000	5,000	900
St. Paul	1,700	4,000	500
Oklahoma City	600	1,200	...
Fort Worth	3,000	600	300
Milwaukee	...	776	...
Denver	300	1,100	...
Louisville	59	372	400
Detroit	...	125	...
Indianapolis	1,400	7,000	...
Pittsburgh	...	1,500	1,000
Cincinnati	300	9,600	1,900
Boston	2,403	14,565	11,077
Buffalo	625	3,600	1,600
Cleveland	40	1,000	400
New York	619	4,004	7,084

WEDNESDAY, AUGUST 26, 1914.

Chicago	15,000	25,000	35,000
Kansas City	6,500	7,000	6,000
Omaha	3,200	7,500	12,500
St. Louis	3,800	9,300	4,400
St. Joseph	2,600	3,000	3,500
Sioux City	700	6,000	1,200
St. Paul	1,000	3,000	500
Oklahoma City	800	1,000	...
Fort Worth	1,900	600	200
Milwaukee	...	5,632	100
Denver	200	100	300
Louisville	...	1,324	275
Detroit	...	1,025	...
Wichita	...	662	...
Indianapolis	800	6,900	...
Pittsburgh	...	2,900	1,000
Cincinnati	...	2,887	...
Buffalo	450	2,500	800
Cleveland	40	1,000	...
New York	860	4,210	8,442

THURSDAY, AUGUST 27, 1914.

Chicago	5,500	20,000	22,000
Kansas City	4,000	4,500	5,000
Omaha	3,000	10,500	11,000
St. Louis	4,300	6,000	2,200
St. Joseph	500	6,900	10,000
Sioux City	500	4,500	100
St. Paul	...	1,900	...
Oklahoma City	700	700	...
Fort Worth	2,500	500	...
Milwaukee	...	1,120	...
Louisville	...	1,896	540
Detroit	...	895	...
Wichita	...	828	...
Indianapolis	...	7,000	...
Cincinnati	...	2,760	...
Buffalo	400	2,000	1,000
Cleveland	...	2,000	...
New York	1,141	1,283	4,712

FRIDAY, AUGUST 28, 1914.

Chicago	2,000	13,000	10,000
Kansas City	1,200	1,500	1,000
Omaha	200	6,500	5,700
St. Louis	600	5,500	500
St. Joseph	100	2,200	...
Sioux City	200	3,200	100
Fort Worth	1,500	600	200
South St. Paul	1,000	3,000	500
Oklahoma City	700	1,500	...

Do you read the "Practical Points for the Trade" page every week?



# Retail Section

## WHAT IS A BARGAIN?

[EDITOR'S NOTE.—A discussion of the question of standard prices and the evils of so-called bargain sales is being conducted by The Saturday Evening Post, The Ladies' Home Journal and The Country Gentleman, publications which have millions of readers throughout the country. This question of bargains interests the retail meat dealer as vitally as it does the retailer in other lines, and he should read what is said here with interest and profit to himself.]

By arrangement with the Curtis Publishing Company these standard price discussions will be printed by The National Provisioner at the same time they appear in the magazines mentioned. This is the first of the series.]

The American public spends more than \$2,000,000,000 annually in department and dry goods stores alone. And billions more in grocery stores, shoe, hardware, furniture and other retail stores.

This vast retail business is today being conducted on a far better basis than ever before. But there is still room for improvement. One direction in which improvement can be made in order that this country may have better stores, better values in merchandise and a better-satisfied buying public, is in the bargain sale.

The average "bargain" is very expensive to the store and especially to the consumer, although generally neither sees how this is true.

There are four kinds of "bargains":

1. Pure fakes—worth less than the "bargain" price.
2. Partial fakes—worth just what you pay, and no more, and therefore not bargains at all.
3. Real bargains, made necessary because the retailer has a stock which he must clear away to make room, or for some similar reason.
4. Real bargains, unnecessarily and deliberately priced low to draw customers from a competitor.

Between these the customer must discriminate before he can be sure that he is really getting his money's worth. It is very difficult for the public to discriminate between the fake bargain, the real bargain, and the bargain that is only a bait.

Originally the bargain sale was founded on the clearance idea, or on the supposed ability of the big department store to buy cheaper. But later it degenerated into an almost continuous performance of white sales, red sales, blue sales, anniversary sales, removal sales, closing sales, fire sales.

The public became skeptical—doubting the value of all bargains.

Because of this growing skepticism, reputable merchants are coming to believe that their business will be more stable, their stores will more surely be classed as worthy of confidence, and their customers more permanent, if they put their trade on a day-in-and-day-out basis of always selling standard

goods at fair, standard and unvarying prices.

But this can come about only when there is a well-recognized standard of prices on goods of known, standard value.

National advertising is the one great force today which is working toward standard values of merchandise—toward the principle of "one-price-to-all-customers-everywhere."

And this principle, when generally adopted, will itself be the best bargain ever offered to the American public.

## BUTCHERS' NATIONAL OFFICERS.

At the recent national convention of the United Master Butchers of America, John A. Kotal, a prominent Chicago retailer, was elected secretary of the national organization, taking the place of the lamented John H. Schofield, the veteran secretary who died while making preparations for the holding of the convention. The list of officers elected was as follows:

President—John T. Russell, Chicago, Ill.  
First vice-president—Arthur S. Pickering, Cleveland, O.

Second vice-president—A. F. Grimm, New York, N. Y.

Third vice-president—Albert Dunn, St. Louis, Mo.

Fourth vice-president—Andrew Ronald, Boston, Mass.

Secretary—John A. Kotal, Chicago, Ill.  
Financial secretary—Emil Priebe, Milwaukee, Wis.

Treasurer—O. Edward Jahrsdorfer, Brooklyn, N. Y.

Master-at-arms—Robert Weiss, San Francisco, Cal.

Inside guard—Axel Meyer, Omaha, Neb.

Outside guard—Arthur L. Tennant, New Haven, Conn.

Trustees—Hy. Heitkam, Detroit; George G. Ormon, Boston, Mass.; Joseph H. Boehm, Cincinnati, O.

## BUTCHERS AT PANAMA EXPOSITION.

The United Master Butchers' Association of America, with a membership of over 80,000, will hold its 1915 convention in San Francisco. Despite the fact that about a score of other cities were bidding for the next convention, the exposition plus the many other advantages of California were too much for them.

In connection with the convention, which will be held early in August, a "Butchers' Day" will be set aside for this and affiliated organizations, at which a "rodeo" probably will be held. Assisting the local retail association in securing this gathering, which it is estimated by its officials will bring to the exposition between 20,000 and 30,000 members and their families, is a local committee composed of representatives of the Alameda County Butchers' Exchange, the German Association of Master Butchers, the Journeymen Butchers' Union, the Journeymen Butchers' Protective and Benevolent Association and other bodies. In order to bring the con-

vention to San Francisco it was necessary for the local organization of master butchers to become affiliated with the national association.

## WHAT THE BUTCHERS WANT.

At their recent annual convention, the United Master Butchers of America adopted resolutions on a variety of subjects, including the slaughter of calves, livestock improvement, the repeal of the oleomargarine tax, etc. The resolutions follow:

Resolved, That we, the United Master Butchers' Association of America, in convention assembled, recommend that Congress enact such laws as will prevent the slaughter of female calves for a period of five years.

Resolved, That we recommend that our Government subsidize land for farming and for the purpose of raising livestock.

Resolved, That we recommend that our local or state associations forward letters to the state legislators and governors, recommending the necessity of raising more livestock; that this letter be drawn up by our National Association and each local secretary be furnished with a copy of same.

Resolved, That we, the United Master Butchers of America, in convention assembled, petition your most honorable body, the Congress of the United States, to pass a law that will prevent the slaughter of any calf weighing less than 150 pounds, live weight, or that will weigh less than 100 pounds dressed weight.

Resolved, That a petition be sent to Congress recommending that immediate steps be taken to improve cattle conditions in relation to livestock by setting aside 10 per cent. of the national income tax to be used in improving undeveloped lands.

Resolved, That our national convention be instructed to petition our Congress to repeal the tax on oleomargarine, the elimination of the tariff on wrapping paper and paper used in making paper bags.

Resolved, That the Legislative Committee be instructed to endeavor to have the Postmaster-General at Washington, D. C., issue an order to the various offices throughout the United States giving the names or changes of address of persons having moved, on request.

## RETAIL PRICES OF FOOD.

A bulletin showing the retail prices of the principal articles of food in each of 42 important industrial cities of the United States has just been sent to the printer by the Bureau of Labor Statistics, United States Department of Labor. This bulletin shows actual prices for January to June, 1913, and January to June, 1914, and also summarizes retail prices for the period from 1907 to June, 1914, inclusive.

Pending the printing of the bulletin a statement has been prepared showing relative prices from January 15, 1914, to and including July 15, 1914. August prices will be issued as soon as computations can be completed.

Comparing prices on July 15, 1914, with prices on the same date in 1913, nine of the fifteen articles for which quotations are given were higher and six were lower in price. Potatoes had advanced 35.3 per cent.; corn meal, 4.8 per cent.; round steak, 4.2 per cent.; rib roast and pork chops, each, 3.0 per cent.; sir-

loin steak, 2.4 per cent.; eggs, 1.2 per cent.; hens, 1.0 per cent.; and milk, 0.7 per cent. Sugar had declined 4.8 per cent.; lard, 3.2 per cent.; bacon and butter, each, 2.1 per cent.; flour, 1.1 per cent., and ham, 1.0 per cent.

The following table shows relative prices of the principal articles of food in the United States from January to July, 1914, by articles:

Article.	1914.						
	Jan. 15.	Feb. 15.	March 15.	April 15.	May 15.	June 15.	July 15.
Sirloin steak .....	99.3	99.5	99.6	100.0	101.7	103.4	106.3
Round steak .....	101.9	102.4	102.5	102.3	103.7	105.2	108.3
Rib roast .....	100.3	101.1	101.0	101.7	102.5	103.4	105.4
Pork chops .....	98.5	100.1	99.7	103.2	106.1	102.9	106.3
Bacon, smoked .....	98.0	98.2	98.4	99.1	99.2	99.9	101.4
Ham, smoked .....	98.1	98.5	98.6	98.8	99.2	100.4	103.3
Lard, pure .....	99.6	99.4	98.9	98.7	98.4	97.6	97.6
Hens .....	99.8	103.8	105.2	108.0	106.4	103.1	103.0
Flour, wheat .....	98.8	99.6	100.2	100.2	100.2	100.3	99.8
Corn meal .....	104.2	103.1	103.0	103.0	103.2	103.4	103.2
Eggs, fresh .....	125.8	105.9	89.5	74.1	74.1	81.6	87.5
Butter, creamery .....	104.0	93.5	91.5	85.9	85.3	87.6	89.1
Potatoes, Irish .....	111.1	109.9	105.2	103.4	114.7	131.3	154.5
Sugar, granulated .....	95.0	94.1	93.0	91.2	90.9	93.3	95.0
Milk, fresh .....	101.7	101.7	101.0	100.3	99.6	99.5	99.5

The highest prices during the seven months period from January to July, 1914, were reached in July for seven of the fifteen articles: sirloin steak, round steak, rib roast, pork chops, bacon, ham and potatoes. The price of sugar was higher in January and in July than at any other time during the seven months period, but even then was 5 per cent. below the average price for 1913. Lard, corn meal, eggs, butter and milk were at the highest point in January, but for three of these articles the price is normally higher during the winter months, just as fresh meats are normally higher in midsummer. The highest point was reached for hens in April and for flour in June.

From June 15 to July 15, 1914, ten of the fifteen articles advanced in price, the percentage of increase varying from 17.7 per cent. for potatoes to 1.5 per cent. for bacon. In two of the fifteen articles, lard and milk, there was no change, and only three articles, hens, flour and corn meal, declined in price, the percentage of decrease in each case being less than 1 per cent.

#### WHAT PURE FOOD REALLY IS.

(The New England Tradesman.)

To be sure, there is some question as to just what "pure food" really is. We do not believe, and never have believed, that pure food is confined to those articles stamped with the approval of Dr. Wiley, and we never accepted Dr. Wiley as the source of the last word on the subject. Of course, no one yet ever had the last word with Dr. Wiley, but we believe that the term pure food is intended to be sufficiently elastic to mean wholesome food, the contention of monomaniacs, notwithstanding, that foods should be chemically pure.

The first pure food movement, as it was termed, aimed to eliminate adulteration and sought to maintain a wholesome standard of food or a standard of wholesome food, which ever way one desires to describe it.

Under the leadership of specialists and faddists the public generally began to clamor for pure food without knowing exactly what they were asking or even what they were talking about. They clamored and they contended, aided and abetted by certain idealists actuated by more enthusiasm than judgment, until the production, preparation and sale of

food articles became so expensive that the people who demanded a high standard of purity, sanitary requirements, and numerous other things, found that their favorite diet of pure food was costing them much more than food formerly cost.

Now, the New England Grocer and Tradesman has always been a staunch and consistent supporter of pure food, by which is meant

wholesome food. We believe perfectly wholesome compounds should be freely sold on the market, sold for exactly what they are, to be sure, because the great masses of very poor people are thereby able to procure wholesome, appetizing things for a great deal less than the genuine article would cost.

We believe in being temperate and reasonable in all things and in exercising common sense in all the affairs of life. We admit a preference for the real thing in all food articles, for sanitary packages of all kinds. We prefer such goods, and that sentiment is expressed by a large percentage of the population of the country.

Who is responsible for the rigid food laws of today, which we thoroughly approve, but which the public must expect to pay for? It costs more to prepare food articles as the public demand them today. It costs more to distribute dried fruit, cereals and the many other articles in hermetically sealed sanitary packages. These things the public have demanded and they must expect to pay the cost, which has added to the cost of living.

So it is that the pure food laws, created at the demand of the public and the sanitary packing of goods, also a demand of the consuming public, are responsible for a great deal of the increased cost of living during the last twenty-five years. So far as Dr. Wiley is concerned, while we have always believed him a great chemist, we believe he did more harm than good while he was Chief of the Bureau of Chemistry of the Department of Agriculture.

#### LOCAL AND PERSONAL.

E. D. Glover, who has been in business on West Capitol avenue, Little Rock, Ark., for 25 years, will move to the new Market House.

Martin Pelatowski, who owned and conducted the Ideal Market on Jackson street, Saugus, Mass., has closed his meat market as the result of poor business.

Henry Noble has purchased D. J. Miller's meat market at Hamburg, Iowa.

A petition in bankruptcy has been filed by Carmine D'Apice who conducted a meat market at Yonkers, N. Y. Liabilities are \$10,506 and assets \$10,048.

John Adams, a grocer and provision dealer of Provincetown, Mass., has filed a petition in bankruptcy and liabilities of \$31,618 and assets estimated at \$151.

The meat market at 163 South Main street, Chambersburg, Pa., formerly owned by Harry Smith, has been opened under new management.

The Empress Market, located at 113 South Sixteenth street, Omaha, Neb., has been opened.

Baunton Brothers have purchased the Ephrata Meat Market at Ephrata, Wash.

P. Bauman has sold out his City Meat Market in Verdigris, Neb.

W. M. Willard has discontinued the meat business at Oshkosh, Neb.

A. Sisler has engaged in the meat business at Spencer, Neb.

Wm. Speicher is now engaged in the meat business in Burwell, Neb.

L. Pickett has engaged in the meat business in Arnold, Neb.

Van Meter Brothers, of Parsons, Kan., have closed up their meat market but will continue in the bakery and grocery business.

The East Side Meat Market has quit business at Girard, Kan.

C. Freedberg and F. O. Widmark have engaged in the meat business at Ludington, Mich., as C. Freedberg & Company.

Leslie Perks has closed out his meat business at Greenville, Mich., and is now buying and shipping livestock.

John Watkins has just opened a new butcher shop in Reed City, Mich.

Martin & Powell have engaged in the meat business at Marshall, Mich. The firm is composed of Ernest Martin and A. J. Powell.

Coldwater, Mich.—Libby, McNeil & Libby, of Chicago, are erecting a canning factory here.

P. J. Costello, who recently sold his meat market at Sheffield, Mass., has moved to Great Barrington, Mass., and will continue his meat business there.

B. A. Wilmot's meat market on Baldwin street has been purchased by Albert F. Schoenrock, who formerly conducted a meat market on Cherry street.

Ferdinand Ackerman, one of the leading and oldest business men in Adams, Mass., has sold his meat market on Summer street and intends to retire. Abraham Harrowitz, of New York, has purchased Mr. Ackerman's market and is being assisted by Wm. Ackerman, son of the former proprietor.

Gus Mozer, who has been a bologna maker for F. Ackerman, of Adams, Mass., for a number of years, is to remain with Mr. Harrowitz, who has purchased the Ackerman meat market.

William Thom's butcher shop at Genesee, Idaho, was destroyed by fire.

John Bollerman has purchased the West Side Meat Market, Harlan, Iowa, from W. B. Demar.

A meat market and delicatessen store will be established by S. Lewis at 504 Main street, Los Angeles, Cal.

Fire has destroyed the meat market of Earl Mains at Nodaway, Iowa.

Ace Simerson, of Big Cabin, Okla., has opened a meat market, restaurant and ice business.

O. D. McCarty has purchased H. Hatcher's grocery and meat market at Thirteenth and Pine streets, Independence, Kan.

A meat market and grocery store will be opened by H. Kessinger and C. E. Pennington at La Harpe, Kan.

A grocery and meat market has been opened in the Garage building, Latham, Kan., by W. B. Jackson.

The Perkins Meat Market is now located in the Cunningham building on Second street, Council Grove, Kan.

Neal Kenneally, of Dubuque, has purchased Herman Zubler's butcher business at Cascade, Iowa.

The meat market at Eighth street and Lafayette avenue, Moundsville, W. Va., was purchased by Bonar and Simmons. They are also the proprietors of a shop on Second street.

The J. & R. West meat market at Wellsburg, W. Va., has been purchased by John Smith, a well-known butcher of Brooke county.

# New York Section

W. F. Colladay, of the S. & S. beef department at Chicago, was in New York this week.

W. J. Russell, Jr., of the Swift beef department headquarters staff at Chicago, is in New York.

F. F. Finkeldey, head of the S. & S. provision department in New York, has returned from a vacation trip to Maryland.

General Manager G. J. Edwards, of Swift & Company's New York district, is enjoying a brief vacation on the golf links.

T. C. Sullivan, head of the local provision department for Swift & Company, is spending his week ends at Shelter Island.

L. O. Peterson, of Armour & Company's central office staff, has recently returned from his wedding trip, which was spent in Maine.

The Louis Joseph Packing House Company has leased the store at Columbus avenue and Ninety-seventh street for a retail market.

Swift & Company's sales of beef in New York City for the week ending August 22, 1914, averaged as follows: Domestic beef, 12.97 cents; imported beef, 11.33 cents per pound.

Carmin D'Apice, a meat dealer at Yonkers, has filed a petition in bankruptcy, with liabilities \$10,506 and assets \$10,048, consisting of fixtures, \$5,193; accounts, \$4,103; horse, wagon and harness, \$750. Joseph R. Roberts has been appointed receiver by Judge Hazel of the Federal Court.

The Beef & Products Credit Association, of which Max Stern is president and Leon Dashew is counsel, had a meeting at the Hotel Manhattan last week and elected several new members. Arrangements were made for pursuing the credit campaign for which the association was organized.

The Standard Provision Company has filed plans and specifications for the erection of an abattoir and packing plant, to be erected at the foot of Communipaw avenue, Jersey City. The plant will be 300 by 289 feet, and according to the terms of the contracts, must be completed within a period of 114 working days. The cost of the plant is to be \$174,500.

Edward G. Leibler, meat buyer for the wholesale concern of Beinecke & Company, was drowned while bathing in Gravesend Bay at Tent City, where he was camping for the summer, last week. He was born in Manhattan, January 18, forty-eight years ago, and was a resident of Brooklyn for many years. He leaves a wife, two sons, and four daughters.

The train leaving Far Rockaway at 5:15 a. m. these summer mornings is known as the "Butchers' Special." Monday morning as

the train passed through the tunnel under the East river a crash of glass was heard in one of the cars, and the cry went up of "Fight!" Everybody denied he had broken the glass, but Louis Frank says that Louis Oppenheimer and A. Buchsbaum, Jr., were the nearest to the broken window.

The following is a report of the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending August 22, 1914, by the New York City Department of health: Meat.—Manhattan, 5,049 lbs., Brooklyn, 20,972 lbs.; the Bronx, 100 lbs.; total, 26,121 lbs. Fish.—Manhattan, 58,215 lbs.; Brooklyn, 12 lbs.; the Bronx, 10 lbs.; Richmond, 3 lbs.; total, 58,240 lbs. Poultry and game.—Manhattan, 4,031 lbs.; Brooklyn, 61 lbs.; the Bronx, 30 lbs.; total, 4,122 lbs.

## FOOD INVESTIGATION RESULTS.

(Continued from page 15.)

beyond the shadow of a doubt to any honest seeker after the truth."

### Results of the Investigations.

None of the investigations in various parts of the country resulted in any action against the meat trade, or even in the announcement of any conclusions unfavorable to them. It appeared to be dawning upon the public mind that supply shortage and war conditions rather than trade manipulation were causing increased meat prices.

A striking statement by a leading investigator—no less a person than George W. Perkins, of New York, who was acting as chairman of the mayor's investigating committee—showed the trend of opinion. Mr. Perkins declared that the problem of a city's food supply had long been a serious one, and the war simply brought it to public attention in forcible fashion.

### What Really Causes High Prices.

"So far as high prices since the beginning of this war are concerned," said Mr. Perkins, "there can be no doubt that the housewife is the conspirator who should be indicted, if anybody. The reports of our investigators show this perfectly clearly; people in every part of the city, and of all degrees of influence, have been hoarding foods against the time of higher prices which they anticipated. Is the grocer, who buys 10 barrels of sugar, where he used to buy one, any guiltier than the housewife who buys 10 pounds where she used to buy one? In fact, if the housewives multiply their orders by ten, mustn't the grocers multiply this by ten also in order to meet the extra demand?"

"That's what has happened. And it happened at a bad time. In the first place, many of our sugar beet raisers simply dropped out and planted something else when the tariff change on raw sugar was made. Then, the refiners didn't buy as heavily last month as they did in July a year ago, for their stocks seemed to have no need for that. Then Europe called on us for sugar, as it never has before for obvious reasons. Finally, the housewife got scared and began to hoard

sugar. The inevitable result was higher prices.

"We found out from the Custom House, just to illustrate, that in August, 1913, there was exported from New York 2,300,000 pounds of sugar. During the first twenty-three days of August, this year, 60,000,000 pounds were exported from here, 9,000,000 pounds last Saturday alone.

"The same thing is true of all commodities in greater or less degree. We can't refuse to send food abroad; there never before in the history of the world has been a time when practically all the civilized nations were dependent on one for their subsistence; and not only humanity, but the hope of our future trade requires that we stand between Europe and hunger. What are you going to do about it if the farmer says: 'I'll get more for my grain and cattle if I wait awhile, and keeps them out of the market?'"

### The New York City Investigation.

The investigation in New York City continued this week with evidence given by representatives of the wholesale and retail meat trade. On Monday A. S. Benjamin, representing the Sansinena Company of Buenos Aires, told the investigators that though the primary cost of Argentine beef is much lower than that of domestic Western beef, the unprecedented conditions now existing have conspired to maintain high prices for the Argentine product. Among these causes he enumerated the war insurance rates on cargoes, which have to be added to the cost, and, even more important, the fact that exchange is upset throughout the world.

The South American cattle raiser wants gold for his cattle in Buenos Aires. There is at present no possible way to send American gold to Buenos Aires at reasonable rates. Therefore we cannot get the cattle in great quantity except by adding to their cost the almost prohibitive rates of exchange. What would help American trade most effectively in South America, and especially in cheapening the price of Argentine beef in United States markets, Mr. Benjamin said, would be the opening of Argentine branches of leading United States banks, so as to facilitate exchange.

C. J. Higgins, district manager for Nelson Morris & Company, gave testimony much the same as that already heard from the Armour, Swift and Sulzberger representatives. Supply and demand and the state of the market are the sole determining factors in fixing the prices of beef, he testified. He had never heard of any efforts, directly or indirectly, among the representatives of different packing companies collusively to determine or to maintain prices.

"As a matter of fact," said the witness, "there is a lot of price cutting between us almost every day. Most of our beef is actually sold to our customers at prices less than the original asking price." Mr. Higgins thought the true cause for the high prices is the fact that the beef on the hoof is not in the country. "I do not believe the farmers are withholding cattle from the market," he said, "because if they had it to sell, the present prices are so alluring that they would be glad to take advantage of them."

Mr. Higgins said that Argentine beef would range probably one cent a pound lower than domestic beef, but he did not think the



supply which might be imported from South America would have any appreciable effect on the trend of prices, for the reason that so many American consumers insist upon having the domestic beef regardless of price.

A number of retail butchers testified, including A. F. Grimm, president of the East Side Branch, United Master Butchers; Richard Webber, head of the largest retail meat market in the world; and others. They were questioned concerning wholesalers' prices and their variance, and told of dickering with wholesalers over prices and the fact that prices for similar grades of beef were practically uniform, just as in other lines prices for similar products in a competitive market remain uniform. Questions framed to bring out admissions that there might be collusion among wholesalers to fix prices did not bring out much results.

#### PORK CUTS IN NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, August 27.—Wholesale prices in green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 19@21c.; green hams, 8@10 lbs. ave., 17c.; do., 10@12 lbs. ave., 16½c.; do., 12@14 lbs. ave., 16½c.; do., 18@20 lbs. ave., 15½c.; green clear bellies, 6@10 lbs. ave., 18c.; do., 10@12 lbs. ave., 17c.; green rib bellies, 8@10 lbs. ave., 16c.; do., 10@12 lbs. ave., 15½c.; do., 12@14 lbs. ave., 15c.; S. P. clear bellies, 6@8 lbs. ave., 17½c.; do., 8@10 lbs. ave., 17½c.; do., 10@12 lbs. ave., 16½c.; do., 12@14 lbs. ave., 15½c.; S. P. rib bellies, 10@12 lbs. ave., 16c.; do., 12@14 lbs. ave., 15c.; S. P. hams, 8@10 lbs. ave., 17c.; do., 10@12 lbs. ave., 16½c.; do., 12@14 lbs. ave., 16c.; 18@20 lbs. ave., 17½c.

Western prices are as follows: Pork loins, 8@10 lbs. ave., 19c.; do., 10@12 lbs. ave., 18c.; do., 12@14 lbs. ave., 16@17c.; do., 14@16 lbs. ave., 16@17c.; boneless butts, 15c.; Boston butts, 16c.; skinned shoulders, 14c.; lean trimmings, 13c.; regular trimmings, 11c.; spare ribs, 11c.; kidneys, 5c.; tails, 7c.; snouts, 5c.; neck bones, 4c.; ears, 3c.; livers, 3½c.

Tierce goods: S. P. ribs (half sheets), \$28@29; S. P. pig tongues, 13¼c.; pig tails, \$23.

#### WHY YOU SHOULD KEEP A FILE.

In connection with the practical trade information published every week on page 18, The National Provisioner is frequently in receipt of letters from subscribers who recall having seen something interesting or important in a previous issue of this publication, but they have mislaid the copy and want the information repeated. The National Provisioner offers the suggestion that if every interested subscriber would keep a file of The National Provisioner he would be able to look up a reference at once on any matter which might come up, and thus avoid delay. A carefully arranged index of the important items appearing in our columns is published every six months, and with this and a binder, which The National Provisioner will furnish, the back numbers of the papers may be neatly kept and quickly referred to for information.

The binder is new, and is the handiest and most practical yet put on the market, and its costs less than the old binder, too! It is finished in vellum de luxe and leather, with gold lettering, and sells for \$1. It may be had upon application to The National Provisioner, 116 Nassau street, New York.

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#### THE TRUTH HABIT.

After all, it pays to tell things straight. Sometimes it grates on a fellow. Sometimes it seems as though it were going to land him in trouble. But when you're faced with a direct question give it direct, and give it truthfully. The man that's trusted is the man that isn't afraid. Out with it.

There's no sense in lying. Anybody that has had anything to do with human nature and human affairs knows that it isn't even good business. A lie always rebounds. That's the nature of the thing. When it comes back it hits hard. The thing to do is to stick to God's truth, and then you're not afraid of any man. Get the "truth habit."

—Merchants' Journal.

#### CHICAGO LIVESTOCK MARKET.

(Concluded from page 38.)

considerably lower. The general trade ruled 10@15c. lower, some of the extreme sales looking 20c. lower than the high point of Tuesday, especially so on the choice grades. A few fancy light and prime 200-lb. hogs sold in a range of \$9.25@9.35, with a top of \$9.40, and this character of trading, being done largely by speculators and of small volume, proved to be entirely out of line with the general trade, as selected butchers and lightweight grades sold to the trade largely in a range of \$9.10@9.25, while the choice mixed and prime heavy butcher grades sold in a range of \$8.90@9.10; plain heavy mixed and heavyweight packing grades, \$8.70@8.85. There was a slow, weak tone to the trade all through and quite a number of hogs left over unsold, and it looks like we might see a little lower prices before the week is out, but are of the opinion that any severe break will cause a lightening up of receipts for the fore part of next week.

There seems to be no famine, so far as plentiful supplies of sheep and lambs are concerned, as both the range sections and local territory have contributed liberally thus far this week. Prices, as compared with last Thursday, show a decline on the killing varieties of 30@40 per cwt., while all grades of feeders and stock sheep have about held their own. A more abundant supply of moisture is stimulating the demand on feeding account and orders are accumulating for feeders of all

kinds with prices up a record-breaking point for this season of year. Owing to the splendid condition of the Northwest range both sheep and lambs from those sections are in excellent condition, many lots going straight to slaughterers without a sort, a fact which materially reduces supplies of thin to medium-fleshed stuff suitable to fill feeder orders. As the season advances receipts will likely contain a larger proportion of feeding stock. Not in 10 years has so few gone back to the country on feeding account up to this time. The decline in values that has taken place during the past few days should check supplies, which will have a stimulating effect upon the market, but a continuation of such liberal receipts as have landed here the past three days will carry the market to a still lower level. We quote: Westerns—Good to choice lambs, \$8@8.15; fat yearlings, \$6@6.25; good to choice wethers, \$5.65@5.80; good to choice ewes, \$5.25@5.50; feeding lambs, \$7.10@7.40; feeding yearlings, \$5.85@6.25; feeding wethers, \$5@5.35; feeding ewes, \$4.25@4.60; yearling breeding ewes, \$6.50@6.75. Natives—Good to choice lambs, \$7.75@8; poor to medium, \$7@7.40; culls, \$5.50@6.50; good to choice yearlings, \$6@6.50; fat wethers, \$5.75@6; good to choice ewes, \$5@5.25; poor to medium, \$4.50@4.75; culls, \$3.50@4; breeding ewes, \$5.75@6.15; bucks, \$4@4.25.

#### OMAHA LIVESTOCK MARKET.

(Concluded from page 38.)

meeting with but indifferent success, owing to the very strong demand from all quarters for fresh meat. Light and butcher grades are favored, but quality is what buyers are looking for rather than weight, so that the range of prices continues comparatively narrow and there is a very strong undertone to the general trade. With less than 9,000 hogs here today, the market averaged a shade stronger. Tops brought \$9.05, as compared with \$8.90 last Tuesday, and the bulk of the trading was around \$8.75@8.85, as against \$8.60@8.75 a week ago.

Heavy receipts of sheep and lambs have sent prices down very fast the past few days and the market is 60@75c. lower than a week or ten days ago. Packers are very bearish in their views, but keen competition from the feeder buyers serves to sustain values, and fully half of the arrivals sell as feeders at prices 50@75c. under fat stock values. Fat lambs are selling now at \$7.30@7.70; yearlings, \$5.50@6; wethers, \$5.50@6, and ewes, \$4.90@5.50.

# NEW YORK MARKET PRICES

## LIVE CATTLE.

Good to choice native steers (grass fed).....	\$8.00@9.90
Common to fair native steers .....	6.50@7.90
Oxen and stags .....	5.00@8.00
Bulls .....	5.00@7.25
Cows .....	3.00@6.00
Good to choice native steers one year ago..	7.40@8.75

## LIVE CALVES.

Live veal, common to prime, per 100 lbs..	9.00@12.50
Live veal calves, culls .....	7.00@ 8.50
Live calves, buttermilks, per 100 lbs..	7.00@ 7.50
Live veal calves, grassers, per 100 lbs....	@ 3.50

## LIVE SHEEP AND LAMBS.

Live lambs, ordinary to prime.....	7.25@ 8.80
Live lambs, culls .....	@ 5.50
Live sheep, common to good, ewes.....	3.00@ 4.75
Live sheep, culls .....	@ 2.50

## LIVE HOGS.

Hogs, Heavy .....	9.55 @ 9.60
Hogs, medium .....	9.55 @ 9.65
Hogs, 140 lbs. ....	@ 9.75
Pigs .....	9.00 @ 9.50
Rough .....	8.50 @ 8.75

## DRESSED BEEF.

### CITY DRESSED.

Choice, native heavy .....	15 @ 16
Choice, native light .....	15 @ 15½
Native, common to fair.....	14 @ 14½

### WESTERN DRESSED BEEF.

Choice native heavy .....	14½ @ 15½
Choice native light .....	14 @ 14½
Native, common to fair .....	@ 14½
Choice Western, heavy .....	13½ @ 14
Choice Western, light .....	@ 13½
Common to fair Texas.....	11 @ 12
Good to choice heifers .....	@ 13
Common to fair heifers .....	@ 12½
Choice cows .....	11½ @ 12
Common to fair cows .....	@ 11½
Fleshy hologna bulls .....	10½ @ 11

## BEEF CUTS.

	Western.	City.
No. 1 ribs .....	18 @ 19	19½ @ 20
No. 2 ribs .....	15 @ 16	18 @ 19
No. 3 ribs .....	12 @ 14	16 @ 18
No. 1 loins .....	18 @ 18½	20 @ 21
No. 2 loins .....	15 @ 16	19 @ 20
No. 3 loins .....	12 @ 14	17 @ 18
No. 1 hind and ribs .....	@ 16	18 @ 18½
No. 2 hind and ribs .....	@ 15	16 @ 17
No. 3 hind and ribs .....	@ 14	14½ @ 15
No. 1 rounds .....	14 @ 15	@ 14
No. 2 rounds .....	12½ @ 13½	@ 13½
No. 3 rounds .....	11 @ 13	@ 13
No. 1 chucks .....	13 @ 14	@ 14½
No. 2 chucks .....	11½ @ 12½	@ 14
No. 3 chucks .....	9 @ 11	@ 13

## DRESSED CALVES.

Veals, city dressed, good to prime, per lb..	@ 18
Veals, county dressed, per lb.....	@ 17
Western calves, choice .....	@ 16
Western calves, fair to good.....	@ 15
Western calves, common .....	@ 14
Grassers and buttermilks .....	@ 13

## DRESSED HOGS.

Hogs, heavy .....	12½ @ 12¾
Hogs, 180 lbs. ....	12¾ @ 13
Hogs, 160 lbs. ....	13¼ @ 13½
Hogs, 140 lbs. ....	13¾ @ 13¾
Pigs .....	13¾ @ 14

## DRESSED SHEEP AND LAMBS.

Spring lambs, choice, per lb.....	@ 16
Lambs, choice .....	@ 14
Lambs, good .....	@ 13
Lambs, medium to good .....	@ 12
Sheep, choice .....	@ 11½
Sheep, medium to good.....	@ 10½
Sheep, culls .....	@ 9

## PROVISIONS.

### (Jobbing Trade.)

Smoked hams, 10 lbs. avg.....	@ 19½
Smoked hams, 12 to 14 lbs. avg.....	@ 19
Smoked hams, 14 to 16 lbs. avg.....	@ 18½
Smoked picnic, light .....	@ 14¾
Smoked picnic, heavy .....	@ 14¾

Smoked shoulders .....	@ 14¾
Smoked bacon, boneless.....	@ 23
Smoked bacon (rib in).....	@ 20
Dried beef nets.....	@ 30
Smoked beef tongue, per lb.....	@ 22
Pickled bellies, heavy.....	@ 16

## FRESH PORK CUTS.

Fresh pork loins, city .....	@ 22
Fresh pork loins, Western .....	@ 20
Fresh pork tenderloins.....	@ 35
Frozen pork tenderloins.....	@ 30
Shoulders, city .....	16½ @ 17
Shoulders, Western .....	@ 16
Butts, regular .....	@ 17
Butts, boneless .....	18½ @ 19½
Fresh hams, city .....	@ 20
Fresh hams, Western .....	@ 19
Fresh picnic hams .....	@ 16

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 pcs. ....	\$95.00@100.00
Flat shin bones, avg. 40 to 45 lbs. per 100 pcs. ....	@ 80.00
Black hoofs, per ton .....	40.00@ 45.00
Striped hoofs, per ton .....	50.00@ 55.00
White hoofs, per ton.....	80.00@ 85.00
Thigh bones, avg. 85 to 90 lbs. per 100 pcs. ....	@ 90.00
Horns, avg. 7½ oz. and over, No. 1's..	@ 200.00
Horns, avg. 7½ oz. and over, No. 2's..	@ 100.00
Horns, avg. 7½ oz. and over, No. 3's..	@ 75.00

## BUTCHERS' SUNDRIES.

Fresh steer tongues.....	@ 14½c. a pound
Fresh cow tongues .....	@ 12½c. a pound
Calves' heads, scalded .....	@ 30c. a piece
Sweetbreads, veal .....	@ 100c. a pair
Sweetbreads, beef .....	@ 30c. a pound
Calves' livers .....	@ 25c. a pound
Beef kidneys .....	@ 15c. a piece
Mutton kidneys .....	@ 3c. a piece
Livers, beef .....	@ 12½c. a pound
Oxtails .....	@ 10c. a piece
Hearts, beef .....	@ 8c. a pound
Rolls, beef .....	@ 30c. a pound
Tenderloin, beef, Western .....	@ 30c. a pound
Lamb's fries .....	@ 8½c. a pair
Extra lean pork trimmings.....	@ 17c. a pound
Blade meat .....	@ 12½c. a pound

## BUTCHERS' FAT.

Ordinary shop fat .....	@ 2½
Suet, fresh and heavy .....	@ 5
Shop bones, per cwt.....	@ 25

## SAUSAGE CASINGS.

Sheep, imp., wide, per bundle.....	@ 1.15
Sheep, imp., medium, per bundle.....	@ 85
Sheep, domestic, wide, per bundle.....	@ 70
Sheep, domestic, medium, per bundle.....	@ 50
Sheep, domestic, narrow med., per bundle.	@ 30
Hog, American, free of salt, tes. or bbls., per lb., f. o. s. New York.....	@ 70
Hog, extra narrow selected, per lb.....	@ 70
Hog, middles .....	@ 10
Beef rounds, domestic, per set, f. o. b. Chicago .....	@ 21
Beef rounds, export, per set, f. o. b. New York .....	@ 28
Beef hungs, piece, f. o. b. New York.....	@ 24
Beef middles, per set, f. o. b. New York....	@ 74
Beef middles, per set, f. o. b. Chicago.....	@ 72
Beef weasands, per 1,000, No. 1s.....	@ 7½
Beef weasands, per 1,000, No. 2s.....	@ 4

## SPICES.

	Whole.	Ground.
Pepper, Sing., white.....	24	26
Pepper, Sing., black.....	15	17
Pepper, Penang, white .....	22	24
Pepper, red .....	19	22
Allspice .....	5½	7½
Cinnamon .....	16	20
Coriander .....	9	11
Cloves .....	24	27
Ginger .....	11	14
Mace .....	70	75

## SALTPETRE.

Crude .....	@ 8
Refined—Granulated .....	@ 8½
Crystals .....	@ 10
Powdered .....	@ 9

## GREEN CALFSKINS.

No. 1 skins .....	@ .26
No. 2 skins .....	@ .24
No. 3 skins .....	@ .14
Branded skins .....	@ .18
Ticky skins .....	@ .18
No. 1 B. M. skins.....	@ .24
No. 2 B. M. skins.....	@ .22
No. 1, 12½-14 .....	@ 2.80
No. 2, 12½-14 .....	@ 2.55
No. 1 B. M., 12½-14 .....	@ 2.45
No. 2 B. M., 12½-14 .....	@ 2.20
No. 1 kips, 14-18 .....	@ 2.85
No. 2 kips, 14-18 .....	@ 2.70
No. 1 B. M. kips.....	@ 2.20
No. 2 B. M. kips.....	@ 2.10
No. 1, heavy kips, 18 and over.....	@ 3.70
No. 2, heavy kips, 18 and over.....	@ 3.45
Branded kips .....	@ 1.90
Heavy branded kips .....	@ 2.25
Ticky kips .....	@ 2.15
Heavy ticky kips .....	@ 2.50

## DRESSED POULTRY.

### FRESH KILLED.

Turkeys—	
Dry-picked, avg. per lb.....	17 @ 18
Chickens—	
Broilers, Western, dry-picked, milk fed..	18 @ 19
Broilers, Western, avg., corn-fed.....	16 @ 17
Fowl—Dry packed, 12 to box—	
Western boxes, 45 to 55 lbs. to doz., dry-picked .....	@ 19
Western boxes, 36 to 42 lbs. to doz., dry-picked .....	17 @ 17½
Fowl—bbls.—	
Western, dry-pkd., 4 lbs. avg.....	17 @ 18
Southern and S.W., dry-pick., avg. best..	16 @ 17
Other Poultry—	
Old Cocks, per lb.....	12½ @ 13
Squabs, prime, white, 10 lbs. to doz., per doz. ....	@ 3.50

## LIVE POULTRY.

Broilers .....	19 @ 21
Fowls, choice .....	17½ @ 18
Roosters, old .....	13 @ 13½
Ducks, old, per lb.....	14 @ 14½
Geese, per lb., South. and West.....	13½ @ 14½

## BUTTER.

Creamery, Extras .....	31½ @ 32
Creamery, Firsts .....	28 @ 31
Process, Extras .....	26 @ 26½
Process, Firsts .....	22½ @ 23½

## EGGS.

Fresh gathered, extras .....	29 @ 30
Fresh gathered, extra firsts.....	27 @ 28
Fresh gathered, firsts .....	25 @ 26
Fresh gathered, seconds .....	23 @ 24
Fresh gathered, dirties .....	21 @ 21½
Fresh gathered, checks .....	19 @ 19½

## FERTILIZER MARKETS.

### BASIS, NEW YORK DELIVERY.

Concentrated tankage, Chicago .....	@ 3.05
Bone meal, steamed, per ton.....	21.75 @ 22.00
Bone meal, raw, per ton.....	25.00 @ 28.00
Hoof meal, per unit, Chicago.....	@ 3.05
Dried blood, West, high grade, fine, f. o. b. Chicago, prompt.....	@ 3.15
Dried blood, f. o. b. New York.....	@ 3.40
Nitrate of soda—spot.....	2.15 @ 2.25
Bone black, discard, sugar house del. New York .....	@ 22.00
Dried tankage, N. Y., 11 to 12 per cent. ammonia, f. o. b. New York .....	3.30 and 10c.
Tankage, 11 and 15 p. c., f. o. b. Chicago, prompt .....	2.95@3.00 and 10c.
Garbage tankage, f. o. b. New York .....	7.00 @ 7.50
Fish scrap, dried, 11 p. c. ammonia and 15 p. c. bone phosphate, delivered, Baltimore .....	3.55 and 10c.
Foreign fish guano, testing 13@14% ammonia and about 10% B. Phos. Lime, c. i. f. Charleston and New York .....	Nominal.
Wet, acidulated, 7 p. c. ammonia per ton, f. o. b. factory (35c. per unit available phos. acid).....	Nominal@3.00 and 35c.
Sulphate ammonia gas, for shipment, per 100 lbs., guar., 25%.....	Nominal.
Sulphate ammonia gas, per 100 lbs., spot, guar., 25%.....	@ 3.15
So. Carolina phosphate rock, ground, per 2,000 lbs., f. o. b. Charleston..	6.50 @ 7.70
So. Carolina phosphate rock, undried, f. o. b. Ashley River, per 2,240 lbs.	3.50 @ 3.75
The same, dried .....	3.75 @ 4.00

